

## INVESTING IN SMALL BUSINESSES AND HELPING THEM GROW



### A STRAIGHTFORWARD, CLEAR PLAN WHEN IT COMES TO INVESTING

1. Identify small, niche businesses that go unnoticed by larger private equity firms.
2. Follow our investment criteria.
3. Provide capital and strategic support to help businesses achieve growth potential.

### PRIMARY SECTORS OF INTEREST

- Light Manufacturing – These companies typically fit our criteria of having a quality reputation in a stable industry. We also look for manufacturers with limited economic vulnerability.
- Outsourced Business Services – Blackthorne Partners has a proven history of business-building in this category.
- Industrial Facility Services – These companies provide equipment, repair, and maintenance contracts for manufacturing companies.
- Value-Added Distribution – Our business service successes can be leveraged in the distribution sector as well.

### OUR PHILOSOPHY AND APPROACH

- We believe that small businesses provide attractive investment opportunities. In partnership with management, we strengthen and expand these companies, thus adding value.
- When required, we provide leadership for smaller firms in states of transition.

### INVESTMENT CRITERIA

We focus on companies that:

- Generate approximately \$1 million EBITDA
- Have revenues of \$5 million to \$20 million
- Have ownership transitioning out of the business, or are in need of a cash infusion to make a leap forward
- Specialize in essential products or services, making the businesses less vulnerable to economic volatility
- Have a quality reputation in a stable industry
- Can grow organically or through acquisition
- Are based in the Upper Midwest

### OUR CURRENT PORTFOLIO



Buckets and Attachments for Skid Loaders, Telehandlers and Utility Tractors

[www.berlon.com](http://www.berlon.com)



Standard and Custom-Designed Industrial Brushes

[www.schaeferbrush.com](http://www.schaeferbrush.com)



SAP and Other Business Technology Services

[www.managecore.com](http://www.managecore.com)



Glass Fireplace Doors and Hearth Accessories

[www.glassfireplacedoors.com](http://www.glassfireplacedoors.com)

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