



## SUMMARY OVERVIEW

We are a U.S. lower middle market private equity firm with \$300M of committed capital focused on actively partnering with leading management teams. Our goal is to implement collaborative solutions with portfolio company executives to drive growth and optimize operations.

### IDEAL PARTNER FOR MANAGEMENT, LEGACY-FOCUSED SELLERS, AND INTERMEDIARIES



- Our model considers a broader set of stakeholders in our decisions
- We pride ourselves on being down-to-earth, transparent and responsive
- Our team is accountable for collective success with management
- We offer attractive management incentive packages to ensure our success is shared
- Purpose-driven model with meaningful portion of profit contributed to philanthropy

### HEADQUARTERED IN THE SOUTHEASTERN U.S.



- Shoreline is headquartered in Jacksonville, Florida
- We have a particular interest in developing close partnerships with companies, intermediaries, executives, and other professionals in the Southeastern U.S.

## INVESTMENT CRITERIA

Shoreline seeks to invest in companies that meet the following preferred criteria:

### GEOGRAPHY

- Particular interest in investments with Southeast HQ or referred by firms in Southeast, including Texas

### FINANCIAL SIZE

- Company EBITDA: \$3 – \$25M
- Transaction Value: \$25 – \$250M

### TARGET INDUSTRIES

- Value-Added Distribution
- Business & Industrial Services
- Specialized Manufacturing

### TRANSACTION TYPES

- Buyouts
- Recapitalizations
- Corporate Divestitures

## PROFESSIONALS

**Mike Hand**, *Managing Partner*

**Peter Franz**, *Partner*

**Ian Garland**, *Vice President*

**Zach Mittelmark**, *Vice President*

**Mike Mancini**, *Associate*

**Peter Bouret**, *Associate*

**Mac McCready**, *Associate*

**Jennifer Lada**, *CFO*

**Michael Brennan**, *Director of BD*

**Gabrielle Kilker**, *BD Associate*

**Megan Ortman**, *BD Assistant*

## WHAT EXECUTIVES ARE SAYING

### PETER POLITIS

CHAIRMAN OF THE BOARD,  
MR. GREENS

*"It's a friend, family business mentality and that works with us, it works with companies like us."*

### AL JURGELA

FORMER CEO,  
ENVIRONMENTAL EXPRESS

*"(Shoreline) wants to support your vision for the business, they want to buy into your vision for the business and they want to see the business grow."*

### DAVID MAST

CEO, PRECISION  
AVIATION GROUP

*"They were always collaborative, supportive, and would listen. It wasn't about winning and losing for them, it was about how do we make the business better."*

### BILL DRURY

CHAIRMAN OF THE BOARD,  
CUSTOM MOLDED  
PRODUCTS

*"The Shoreline team helped us define our sales strategy, identify the holes in our organization, helped us onboard the talent that was needed and build not only a reporting structure, but a company infrastructure that allowed us to continue to grow."*

## REPRESENTATIVE INVESTMENT EXPERIENCE

### VALUE-ADDED DISTRIBUTION



ENVIRONMENTAL EXPRESS, INC.



TRANZONIC



WHEEL PROS

### BUSINESS AND INDUSTRIAL SERVICES



### SPECIALIZED MANUFACTURING



Represents active investments at Shoreline; all other investments not highlighted were investments made by Shoreline Professionals at prior firms.

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