

SHORELINE

EQUITY PARTNERS



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 leading 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

KEY INVESTMENT PROFESSIONALS

Mike Hand, *Managing Partner*

Peter Franz, *Partner*

Ian Garland, *Principal*

Zach Mittelmark, *Principal*

Michael Brennan, *Director of BD*

Mike Mancini, *Senior Associate*

Peter Bouret, *Senior Associate*

Mac McCready, *Associate*

Mike Dolak, *Associate*

Dylan Somohano, *Associate*

Meijia Li, *Senior Analyst*

Catee de Roziere, *Analyst*

310 3rd St, Suite 301 • Neptune Beach, FL 32266
Tel: (904) 222-6540 • www.shorelineequitypartners.com

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."

CURRENT INVESTMENTS



Mr. Greens is a produce, dairy, and dry goods distributor primarily serving high-end independent restaurants, hotels, and country clubs.



Engelman's is a wholesale bakery offering a complete line of fresh and frozen bread products to foodservice establishments across the Southeast.



Pool Troopers provides chemical, cleaning, maintenance, and repair services for pools across the Sun Belt.



Pavement Partners is a leading provider of asphalt and concrete solutions including maintenance, repair, milling, sealcoating, and new paving services to commercial, municipal, and institutional customers.



Career Now is a technology-enabled provider of digital solutions to essential employment and education industries with a focus on supplying a recurring candidate funnel of CDL drivers, trade school students, and warehouse workers.