



## SUMMARY OVERVIEW

Shoreline is a lower middle market private equity firm 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. Shoreline has over \$750 million in committed capital across two funds.

### 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

- Nationwide lens with a dedicated focus on the Southeast region

### FINANCIAL SIZE

- Company EBITDA: \$5 – \$25M
- Transaction Value: \$50 – \$350M

### 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*

## WHAT EXECUTIVES ARE SAYING

**TOM YORK**  
CEO  
PAVE AMERICA

*"I've been lucky enough to work with 5 different private equity groups and Shoreline has been, by far, the group that I enjoy working with the most. They're available. They will collaborate. They'll work hand in hand with you."*

**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."*

**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."*

## 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.



Pave America 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.



Core Roofing is a leading provider of commercial re-roofing, maintenance, repair, inspection and new roofing systems across the Southeast.



C&S Chemicals is a leading provider of water treatment and animal health chemicals to customers across the Southeast.