



CREATING VALUE FROM  
PURPOSE-DRIVEN PARTNERSHIPS

### AT-A-GLANCE

<b>2019</b> Year Founded	<b>\$750M+</b> Committed Capital	<b>100+</b> Total Acquisitions Completed <sup>(1)</sup>
<b>25+</b> Historical Portfolio Companies <sup>(1)</sup>	<b>\$1.7B</b> Historical Transaction Value <sup>(1)</sup>	<b>16</b> Total Professionals

### INVESTMENT CRITERIA:

#### SIZE

**\$5-\$30M**

EBITDA

**\$50-\$350M**

ENTERPRISE VALUE

NO MINIMUM SIZE FOR ADD-ONS

#### TRANSACTION TYPES

**BUYOUTS**  
**RECAPITALIZATIONS**

**BUY AND BUILDS**  
**DIVESTITURES**

### TARGET INDUSTRIES AND END MARKETS:

INDUSTRY AGNOSTIC WITH PARTICULAR INTEREST IN SELECT VERTICALS WITH DEEP FIRM EXPERTISE

VALUE-ADDED DISTRIBUTION

BUSINESS AND INDUSTRIAL SERVICES

SPECIALIZED MANUFACTURING

FOOD & BEVERAGE

FACILITY SERVICES

RESIDENTIAL SERVICES

ENVIRONMENTAL SERVICES

TESTING, INSPECTION, &  
CERTIFICATION

INDUSTRIALS

TECH-ENABLED SERVICES

MAINTENANCE, REPAIR &  
OVERHAUL

### WHO WE ARE

HIGHLY EXPERIENCED INVESTMENT TEAM WITH DEEP SECTOR KNOWLEDGE IN SELECT VERTICALS

THESIS-DRIVEN INVESTMENT APPROACH WITH THEMATIC ORIENTATION PROCESSES

PARTNERSHIP APPROACH CONSIDERS A BROADER SET OF STAKEHOLDERS

### WHY WE ARE DIFFERENT

PURPOSE-DRIVEN WITH MEANINGFUL PORTION OF PROFITS CONTRIBUTED TO PHILANTHROPY

INDUSTRY-LEADING MANAGEMENT INCENTIVE PACKAGES TO ENSURE INCENTIVE ALIGNMENT

BROAD SOURCING CAPABILITIES SUPPORTED BY EXTENSIVE INTERMEDIARY NETWORK

### KEY CONTACTS

#### DIRECTOR OF BUSINESS DEVELOPMENT

**MICHAEL BRENNAN**

brennan@shorelineequitypartners.com

#### KEY INVESTMENT PROFESSIONALS

**MIKE HAND, MANAGING PARTNER**  
hand@shorelineequitypartners.com

**IAN GARLAND, PRINCIPAL**  
garland@shorelineequitypartners.com

**PETER FRANZ, PARTNER**  
franz@shorelineequitypartners.com

**ZACH MITTELMARK, PRINCIPAL**  
mittelmarm@shorelineequitypartners.com

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

(1) Includes investments while at prior firms

# REPRESENTATIVE INVESTMENTS:



American Landscaping Partners is a premier provider of integrated commercial and residential landscaping and chemical application services to customers across the Southeast, Mid-Atlantic, and Midwest. [Current]



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



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



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. [Current]



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. [Current]



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

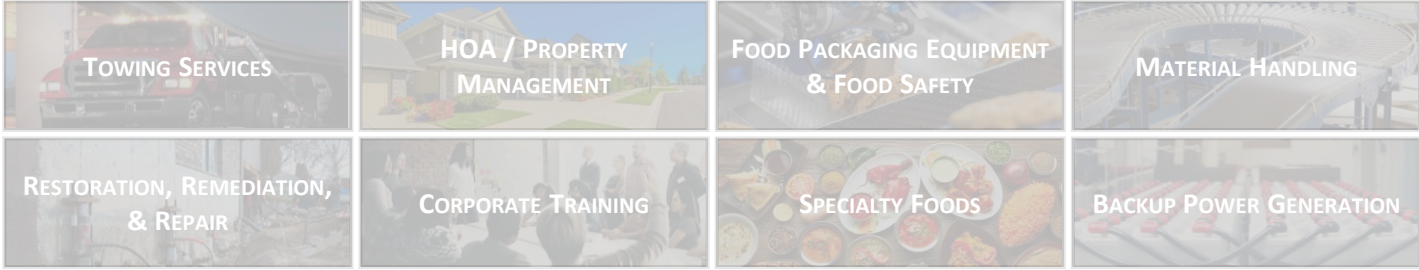


Engelman's is a wholesale bakery offering a complete line of fresh and frozen bread products to foodservice establishments across the Southeast. [Current]



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

# CURRENT AND PREVIOUS INDUSTRY THESIS SEARCHES:



# WHAT PEOPLE 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**  
FORMER CEO,  
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."*

**NAMED ONE OF BLUWAVE'S  
TOP 100 PRIVATE EQUITY  
INNOVATORS OF 2023**



*This document does not constitute or form part of an offer to issue or sell, or of a solicitation of an offer to subscribe or buy, any securities or other financial instruments, nor does it constitute a financial promotion, investment advice or an inducement or incitement to participate in any product, offering or investment. Any offer to purchase or buy securities or other financial instruments will only be made pursuant to an offering document and the subscription documents. Any investment decision should be based on the information contained in such offering document and subscription documents.*