



ABOUT TECUM CAPITAL PARTNERS

\$500MM

Assets under management

\$265MM

SBIC Fund II (Vintage 2017)

12

Platform Investments within SBIC Fund II

80+

Transactions since 2006

\$5-18MM

Target investment size

75+

Combined years of investment experience

We Are Committed to Building Long-Term Relationships

WHO WE ARE

With over \$500 million of assets under management, Tecum Capital is a Pittsburgh, Pennsylvania based investment firm deploying private capital in lower middle market companies. Tecum provides mezzanine debt and equity investments across a variety of industries. Our team partners with independent sponsors, family offices, committed funds, business owners seeking succession plans, and management teams to create shared success. Since 2006, the team has invested in over 80 platforms and add-on acquisitions.

Investment Criteria

- EBITDA: \$2 to \$15 million
- EBITDA Margin: > 10%
- Gross Margin: > 30%
- Gross Leverage: < 4.0x EBITDA
- Geography: Primary operations in the United States
- Hold Period: Up to seven years

Industry Focus

- Building Products
- Business Services
- Consumer-Oriented
- Healthcare Services
- Industrial Services
- Precision Manufacturing
- Transportation & Logistics
- Value-Added Distribution

Transaction Types

- Acquisition Financing
- Corporate Divestitures
- Family Wealth Transfer
- Growth Capital
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)
- Minority Recapitalizations

Company Characteristics

- Committed Management Team
- Differentiated Product or Service
- Diversified Customer Base
- Identifiable Growth Opportunities
- Stable, Long-Term Industry Fundamentals

Stephen Gurgovits
Managing Partner
sgurgovits@tecum.com
(724) 602-4401

Matt Harnett
Partner
mharnett@tecum.com
(724) 602-4388

Tyson Smith
Partner
tsmith@tecum.com
(724) 602-4394

Sean Edmonson
Senior Associate
sedmonson@tecum.com
(724) 602-4203

Mike Williamson
Associate
mwilliamson@tecum.com
(724) 602-4395

Jack Surma
Associate
jsurma@tecum.com
(724) 602-4206

Husnain Safdar
Associate
hsafdar@tecum.com
(724) 602-4363

Austin Montevecchio
Analyst
amontevecchio@tecum.com
(724) 602-4758

Dan Drew
Analyst
ddrew@tecum.com
(724) 602-4205

Ian Frazier
Analyst
ifrazier@tecum.com
(724) 602-4391

Paul Oris
Analyst
poris@tecum.com
(724) 602-0198

Leslie Skolnekovich
Controller
lskolnekovich@tecum.com
(724) 257-1170

Lynn McDonald
Office Manager
lmcdonald@tecum.com
(724) 257-1771

Tecum = We Are With You.

Our Office
(724) 602-4399 | 8000 Brooktree Road, Suite 310 | Wexford, Pennsylvania 15090
Learn more by visiting www.tecum.com

SEEKING ADD-ON		Allegheny Performance Plastics <i>Pennsylvania</i> Manufacturer of thermoplastic plastic products
SEEKING ADD-ON		Bandon Holdings <i>Texas</i> Multi-Club Anytime Fitness Franchisee
		BICO Steel <i>Ohio</i> Value-added processor and distributor of carbon, alloy, and tool steel
SEEKING ADD-ON		Bolts & Nuts <i>Tennessee</i> Distributor of bolts, fasteners & MRO supplies
SEEKING ADD-ON		BP Express <i>Tennessee</i> Intermodal drayage provider
SEEKING ADD-ON		Clio Holdings <i>Michigan</i> Industry leading supplier and fabricator of residential countertops
SEEKING ADD-ON		Connecticut Electric <i>Indiana</i> Manufacturer of circuit breakers for legacy electric service panels
		Convenience Valet <i>Illinois</i> Value-added distributor of trial and travel-size consumer products
		Converged Security Systems <i>Virginia</i> Provider of Integrated Physical and Cyber Security Solutions
SEEKING ADD-ON		Fluence Automation <i>Illinois</i> Mail & parcel automation solutions (hardware, software, and services)
SEEKING ADD-ON		FSC Lighting <i>California</i> Value added-distributor and manufacturer of LED lighting solutions

SEEKING ADD-ON		Heat Seal <i>Ohio</i> Manufacturer of packaging and processing equipment
		Home Care Delivered <i>Virginia</i> Direct-to-customer distributor of medical supplies
SEEKING ADD-ON		Hometown Hospice & Homecare <i>Wisconsin</i> Home healthcare & hospice services
SEEKING ADD-ON		Hoodmart <i>Ohio</i> Manufacturer, value-added distributor of commercial kitchen equipment
		Kitchen Cabinet Distributors <i>North Carolina</i> Value-added distributor of residential cabinetry
		Mail Communications Group <i>Iowa</i> Mail processing and related services
		Marwin <i>South Carolina</i> Building products manufacturer
		Red Head Brass <i>Ohio</i> Distribution of industrial fittings and components
SEEKING ADD-ON		Sentrics <i>Oklahoma</i> Provider of life safety monitoring and patient engagement solutions
SEEKING ADD-ON		Tier1, Inc. <i>Pennsylvania</i> Technology services firm for ERP, cloud hosting & managed services
SEEKING ADD-ON		USA Millwork <i>Colorado</i> Leading manufacturer of premium custom commercial millwork

RECENT PORTFOLIO ACTIVITY

Acquired by **PNC Riverarch Capital and Silver Mill, LLC**

Acquired by **SENTRICS**

Acquired by **Audax**