



ABOUT TECUM EQUITY PARTNERS

Long-Term Hold Period

Family Office allows for 7+ year hold periods

Low Leverage Approach

Capitalize our businesses with 60-100% equity

\$2-\$15MM

EBITDA Range

80+

Transactions since 2006

75+

Combined years of investment experience

Our team partners with business owners, management teams, and their advisors to create shared and sustainable long-term value

Who We Are

Tecum Equity is a Pittsburgh, Pennsylvania-based family office that was formed to invest in the lower middle market. Our family office is backed by committed capital from a local entrepreneur that built and successfully grew his industrial business into one of the largest privately held companies in Western Pennsylvania.

We seek to function as a value-added resource and work collaboratively with our portfolio companies. Tecum and its network provide oversight in the areas of strategic planning, business and financial management, operational improvements, technology, and add-on acquisitions. As a result of the flexible structure within our investment platform, we are able to support and execute long-term growth strategies, while patiently resolving business hurdles without the timing pressure and restrictions of a limited term fund.

Tecum's Formula For Success

- 1 Find the Right Partner and Align Common Goals
- 2 Develop Strategic Plan with Executive Team
- 3 Empower and Support the Executive Team
- 4 Execute Strategic Plan and Continually Re-Assess

Investment Criteria

- EBITDA: \$2 to \$15 million
- EBITDA Margin: > 10%
- Geography: Primary operations in the United States

Industry Focus

- Capital Equipment with P&M
- Food & Beverage
- High-Value Manufacturing
- Industrial Services
- Value-Added Distribution

Transaction Types

- Family Wealth Transfer
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)

Company Characteristics

- Committed Management Team
- Differentiated Product or Service
- Leaders in Markets Served
- 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 Montevocchio
Analyst
amontevocchio@tecum.com
(724) 602-4758

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

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

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

Paul Oris
Fund Operations Associate
poris@tecum.com
(724) 602-0198

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



ACTIVE INVESTMENTS



Value-Added Distribution

October 2017 | HQ: Burnet, TX

Gibraltar Global (“Gibraltar”) is the leading provider of high tension cable barrier systems designed to contain and redirect errant vehicles from road hazards and reduce cross-median collisions. Gibraltar’s system is patent protected and fully certified for use by the Federal Highway Safety Administration.

ADD-ONS

Transportation safety product businesses throughout the U.S.



Food & Beverage

December 2017 | HQ: Pittsburgh, PA

Pittsburgh Brewing Company is one of America’s oldest brewing companies. The Company’s products include Iron City, I.C. Light, I.C. Light Mango, Old German, American, American Light, and Blockhouse.



Industrial Services

January 2018 | HQ: Atlanta, GA

The Erosion Company has 50+ crews and is one of the largest erosion control service providers on the East Coast and the definitive leader in the Atlanta Metro area. The Company serves large regional and national homebuilders, as well as regional land developers in the Southeastern U.S. serving the residential, commercial, and infrastructure end markets.

ADD-ONS

Environmental service providers located in stable geographies or complementary industrial service providers



Capital Equipment with P&M

August 2018 | HQ: St. Simons, GA

Tidewater is a leading, full-service distributor of forestry equipment with 16 dealership locations across the Southeastern U.S. The Company sells industry leading brands Tigercat and Morbark machines, ancillary support products, and performs maintenance and repair services.

ADD-ONS

Relevant heavy equipment dealerships and service providers throughout the U.S.



High-Value Manufacturing

December 2018 | HQ: Freeport, PA

Oberg is a leading designer and manufacturer in high-value, precision machining. The Company produces critical components for a variety of end markets, which include medical device, energy, aerospace, and metal packaging. Oberg serves its customers through its manufacturing operations in Pennsylvania, Illinois, and Costa Rica.

ADD-ONS

High-value, precision machining companies focused on tooling and componentry