



TECUM  
CAPITAL



**17+ Year Investment History**  
Founded in 2006



**\$1 Billion**  
Invested Since Inception



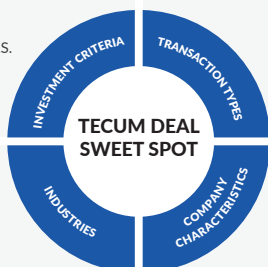
**160+**  
Completed Transactions



**16**  
Team Members

## Investment Focus

**EBITDA:** \$3 to \$10 MM  
**EBITDA Margin:** >10%  
**Gross Leverage:** <4.0x EBITDA  
**Geography:** Primary Operations in the U.S.  
**Investment Range:** \$5 to \$20MM  
**Equity Co-Investment:** Up to 50%



- Acquisition Financing
- Family Wealth Transfer
- Independent Sponsor Buyouts
- Leverage Buyouts (LBOs)
- Management Buyouts (MBOs)
- Minority Recapitalizations

- Business Services
- Capital Equipment with P&M
- Consumer-Oriented
- Food & Beverage
- Healthcare Services
- Industrial & Environmental Services
- Precision Manufacturing
- Transportation & Logistics
- Value-Added Distribution

- Committed Management Team
- Defensible Market Position
- Differentiated Product or Service
- Non-Cyclical Growth Niches
- Strong Free Cash Flow

## Who We Are

Founded in 2006 and based in Pittsburgh, PA, Tecum Capital Partners is a multi-strategy investment firm focused on investing in lower middle market companies across the U.S. Tecum's Junior Capital strategy is currently investing out of its \$300MM SBIC Fund (2021 vintage). We are relationship-based investors that seek to partner with and empower experienced management teams, with a track record of success and a desire to execute on well-defined operational and growth initiatives.



Integrity



Respect



Flexibility



Teamwork



Innovation

## Tecum Team



**Stephen J. Gurgovits, Jr., CPA, CFA**  
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



**Dave Bonvenuto**  
Operating Partner  
dbonvenuto@tecum.com  
(724) 768-4182



**Husnain Safdar**  
Sr. Vice President  
hsafdar@tecum.com  
(724) 602-4363



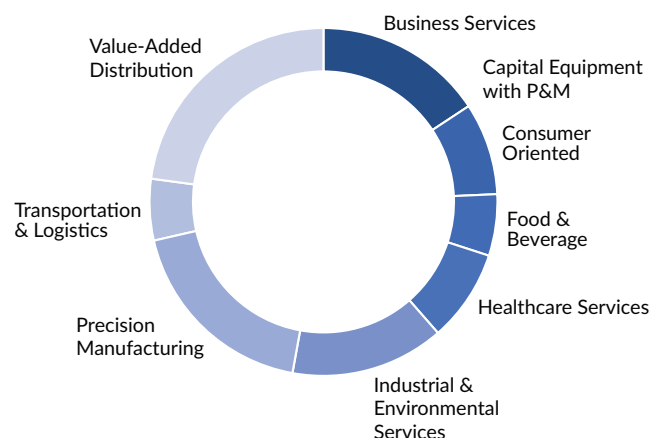
**Paul Oris, CPA, CFA**  
Vice President  
poris@tecum.com  
(724) 602-0198



**Dominic Noel**  
Senior Associate  
dnoel@tecum.com  
(724) 841-6087

Our leadership team has been investing together for over 12 years. We believe there is no substitute for the proven experience that comes from successfully investing in hundreds of businesses through varying economic cycles. It is this experience that forms the backbone of our expertise and positions us to add significant value to every company and management team that we support.

## Diversified Investing by Industry



### Business Services



#### BP BUSINESS SOLUTIONS (PA)

Provider of managed waste and recycling services to multi-location customers



#### CDE SERVICES, INC. (GA)

CDE provides fully integrated payment processing solutions to 24,000+ merchant customers via a proprietary technology stack. Additionally, CDE provides customized POS device encryption, deployment, and activation services.



#### TERRA STAFFING (WA)

Operate as outsourced HR departments, providing clients with on site management of staffed labor including onboarding, administration, training, safety, and regulation



#### CUSTOM COMPUTER SPECIALISTS (NY)

Provider of specialized cloud, security, infrastructure, and managed IT services across SLED and commercial end markets



#### PERIMETER INSECT GUARD (MS)

Provide military-mandated insecticide and insect repellent cross-linking for uniforms and garments for the U.S. Army, Marine Corps, and Air Force

### Consumer-Oriented



#### SHAKE SMART (TX)

Shake Smart is an operator and licensor of healthy, convenience restaurants offering a nutritious, protein-packed menu including protein smoothies and shakes, acai bowls, and sandwiches / wraps.



#### THE HELPFUL HARDWARE COMPANY (GA)

Chain of eight Ace Hardware locations throughout the Southeastern U.S.



#### GOOD FEET MIDWEST (WI)

The 2nd largest franchisee of Good Feet stores, the leading brand in custom orthotics to alleviate foot, knee, hip, ankle, and back pain



#### THE MARWIN COMPANY (SC)

Manufacturer and distributor of attic stairways, pocket door frames ("PDFs") and other specialty building products

### Food & Beverage



#### DELGROSSO FOODS (PA)

Manufacturer of branded, private label, and co-manufactured tomato-based sauces and salsas



#### GILMAN CHEESE (WI)

Leading manufacturer of premium processed cheeses

### Healthcare Services



#### FIVE POINT DENTAL SPECIALISTS (TX)

Five Point Dental Specialists is a multi-specialty Dental Support Organization ("DSO") providing administrative support of affiliated dental offices.

### Industrial & Environmental Services



#### ARROW WASTE (GA)

Provider of waste collection and hauling services in the greater-Atlanta market



#### HAINESPORT TRANSPORTATION (NJ)

HTG is a leading vertically integrated waste logistics conglomerate, providing cradle to grave disposal solutions for C&D waste via its roll-off hauling and collection services, C&D transfer station, and rail-served landfill.



#### LONG ISLAND WASTE SERVICES (NY)

LIWS' comprehensive services encompass efficient waste collection, state-of-the-art transfer stations, materials recovery facility and environmentally responsible disposal.



#### BLACKWOOD SOLUTIONS (IN)

Utility services provider offering specialty transportation, logistics management, recycling, and disposal services to its customers



#### CONCO SERVICES (PA)

Heat exchanger tube cleaning and non-destructive testing services provider



#### NATIONAL POWER CORPORATION (NC)

Service and OEM equipment provider of critical, backup power solutions with a focus on DC power and industrial generators



#### THE LEWIS GROUP (PA)

A provider of environmental services to private, municipal, state, and federal clients in the Mid-Atlantic and Southeast U.S.

### Precision Manufacturing



#### GAUTIER STEEL (PA)

Gautier Steel is a niche manufacturer of hot rolled steel bar and specialty steel plate



#### CM INDUSTRIES (IL)

CM Industries is a manufacturer of branded welding equipment and consumable welding supplies



#### KEYSTONE FOAM (PA)

Fabricator of various foam products and applications that serve the medical, packaging, furniture, bedding, and other industries



#### TINIFIBER (NY)

Specialty manufacturer of patented fiber optic cables, providing any cable customer improved durability, flexibility, and cost savings during installation



#### ACCELEVATION (OH)

Custom designed containment solutions and custom structures / security caging for data center ("DC"), electric vehicle, and robotic end markets

### Value-Added Distribution



#### AUTOMOTIVE SYSTEMS WAREHOUSE (PA)

Wholesale warehouse distributor of automotive collision repair products



#### MIDWEST EQUIPMENT SALES (OH)

Leading, technology-enabled specialty distributor of outdoor products for both home and professional uses



#### PRIMETAC (NJ)

Distributor of pressure sensitive tapes and stretch films for industrial packaging applications