

## Prospect Partners, LLC

# A Tradition of Partnership with Independent Equity Sponsors and Operating Executives



At Prospect Partners, developing co-investing relationships with independent equity sponsors and operating executives has always played a key role in helping us complete acquisitions and build successful smaller lower-middle-market companies. As former independent equity sponsors ourselves, we have unique appreciation of the great contributions outside partners make in identifying acquisition opportunities and creating value post-transaction via their expertise, operational skills, and continued involvement.

Prospect Partners is an experienced, active, and well-capitalized private equity investor, managing three committed funds totaling \$470 million. We focus exclusively on management-led leveraged recapitalizations and buyouts of niche market leaders with revenues typically between \$10 million and \$75 million. Since 1998, we have invested nationwide in more than 80 companies in a broad range of niche industry segments. Prospect Partners is based in Chicago, Ill., with an office in Menlo Park, Calif.

## Why Work With Prospect Partners

We are highly focused on building relationships with outside investors and operating executives who seek an experienced, fund-based equity partner for co-investment opportunities. We offer:

- ready access to high-quality and highly-responsive lenders;
- flexible capital options that help complete deals, including those that are tough-to-finance;
- long-term partnership;
- a commitment to maximizing company value;
- deep small-company experience; and
- the backing of some of the nation's most respected institutions. Our Limited Partners include Goldman Sachs & Co., J.P. Morgan Asset Management, Performance Equity Management, LLC, the University of Notre Dame, the Northern Trust Corporation, Commonfund Capital, and RCP Advisors, LLC.

*"It is hard to find the right professional and personal partnership. Prospect Partners has a wealth of experience buying and running companies and is absolutely committed to staying the course for the time it takes to create additional value. Moreover, these veterans are great people to work with. Building enduring relationships is a big part of success."*

**Kevin Rodgers, Independent Equity Sponsor, and CEO\*,  
Delta Industrial Services, LLC**

\*Position during time of Prospect Partners' investment

## Transactions With Outside Partners

We have completed over 20 transactions with outside partners. These have spanned a wide range of niche industry segments, indicative of our opportunistic approach and the substantial operational and/or strategic value our co-investors deliver post-transaction.

### Transactions with independent sponsors include:

- **Codel Holding Company** of Tacoma, Wash., maker of residential entry door systems and related accessories
- **Polymer Holding Corporation** of Rockland, Mass., manufacturer of low-volume, close-tolerance plastic parts and assemblies

### Transactions with operating executives include:

- **Delta Industrial Services, LLC** of Brazoria, Texas, provider of industrial hoist and rigging equipment and tools
- **Education Futures Group, LLC**, of Dallas, Texas, operator of post-secondary vocational schools
- **Pipp Mobile Storage Systems Holding Company** of Walker, Mich., provider of movable shelving and storage systems
- **Spirit Foodservice Disposables** of Andover, Mass., provider of specialty custom disposable food serving products
- **Utility Service Partners, Inc.** of Washington, Penn., provider of utility line warranties to homeowners
- **Velvac Holdings, Inc.** of New Berlin, Wisc., provider of exterior mirror systems and other component parts for trucks, RVs, and specialty vehicles

## Contact Prospect Partners Today

If you are an independent equity sponsor or operating executive and would like to know more about working with Prospect Partners, please call us at 312.782.7400 or email a member of our investment team, listed below. If you are an intermediary seeking to close a related transaction, you can benefit greatly by introducing us to the process. We react quickly, decisively, and confidentially, respecting all parties' interests.

**Maneesh K. Chawla** mchawla@prospect-partners.com  
*Principal*

**Louis W. Kenter** lkenter@prospect-partners.com  
*Founding Principal*

**Erik E. Maurer** emaurer@prospect-partners.com  
*Principal*

**Richard C. Tuttle** rtuttle@prospect-partners.com  
*Founding Principal*

**Phillip M. Brennan** pbrennan@prospect-partners.com  
*Vice President*

**Brett P. Holcomb** bholcomb@prospect-partners.com  
*Vice President*

**Bradley C. O'Dell** bodell@prospect-partners.com  
*Vice President*