

SummitView

**Legacy Preservation.
Nimble Decision Making.
Hands-On Approach.**

Overview SummitView is a lower middle-market investment vehicle focused on acquiring and operating a family & founder-owned company that provides mission critical services or solutions that are required to be carried out at regular intervals across all economic cycles within the Industrials, Light Manufacturing or Business Services sectors. We provide business owners a clear and responsible path to transition ownership of their company while preserving their legacy. We are actively seeking acquisition opportunities in the Eastern United States.

Process Different from traditional private equity and strategic buyers, we understand that things tend to move a bit slower in the lower middle market. Because we are focused on a single acquisition at one given time, we can move at the preferred pace of the seller. Our process to deliver an LOI is outlined below:

1 Information Review

- 3-5 years of financials (P&L / balance sheet)
- Review of benefits received by the owner(s)
- Summary of top customers
- Other relevant information based on business

2 Seller Discussion

- 45 - 60-minute video / telephone call
- Develop better understanding of business and team
- May require additional call(s)

3 Indication of Interest

- Submission of non-binding term sheet
- Includes price, preliminary structure, working capital

4 Site Visit

- In-person meeting at primary facility
- Review of key operating assets

5 Formal LOI

- Detailed version of the IOI including key deal terms
- Exclusivity if signed
- Commence formal due diligence

Investment Criteria

- Transaction size from \$3M to \$15M
- \$1M to \$5M annual cash flow, no turnarounds
- Eastern United States
- 100% buyout of existing ownership

Select Target Sectors

Infrastructure & Utilities Services

- Traffic Control & Flagging
- Asphalt & Paving Contractors
- Corrosion Control Solutions
- Water & Waste Water Services
- Vegetation Management
- Utility Locating
- Aerial & Underground Utilities
- Construction & Specialty Contractors

B2B Services

- Testing & Inspection
- Facilities Services
- Maintenance & Repair (MRO)
- Pest Control
- Commercial HVAC/R
- Environmental Remediation
- Speciality Distribution

Light Manufacturing

- Pallet Manufacturing
- Paper & Packaging
- Injection Molding
- Tire Recycling
- Building Products

* Welcome the opportunity to partner with companies that maintain or will benefit from DBE, MBE, WBE status.

SOURCES OF CAPITAL

Equity: Capitalized by Napoleon Dunn and a small group of investors. Collectively, we can write equity checks up to \$2M.

Debt: We maintain relationships with multiple SBA lenders. Our debt capital will come from a combination of SBA-backed debt & conventional loans.

Seller Financing: We view Seller financing as a important part of the capital-stack as it demonstrates the Seller's conviction & support for the business going-forward.



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- 8 years of industrial sector investment banking experience at Goldman Sachs
- U.S. Army Veteran, Infantry Platoon Leader in Southwest Asia
- B.A., The Citadel, Military College of South Carolina
- Husband and Father
- **Why Small Business?** My professional goal has always been to own and operate a small business. The past 15 years in the US Army and corporate America have allowed me to build a wealth of experience in small unit leadership, team building, strategic planning and corporate finance that has prepared me to acquire, operate and grow over time.

*Prior
Experience*

