



MiddleGround Capital

Experienced Operators Investing in the Middle Market

INTRODUCTION

MiddleGround Capital is a private equity firm that invests in **industrial, manufacturing and specialty distribution** businesses in the North American lower middle market. We make control equity investments in fundamentally strong businesses that align with our operational expertise. We partner with management teams, families and owner-operators as a preferred buyer due to our ability to add value.

We are comfortable investing with businesses regardless of the previous ownership structure (including other private equity firms). We are not "Value Buyers". We work with Management to leverage our extensive operating experience to improve all aspects of the business. Investing with integrity is at the core of our beliefs. **WE STAND BEHIND OUR BIDS.**







REPRESENTATIVE SECTORS

Aerospace & Defense	Consumer Products	Marine
Automotive	Food & Beverage	Medical Devices
Building Products	Furniture	Metal Fabrication
Capital Equipment	Heavy Equipment	Outdoor Products
Chemicals	Industrial Manufacturing	Personal Care Products
Construction	Infrastructure	Plastics & Packaging











KEY CONSIDERATIONS

- Unique know-how, IP, and/or technical capabilities
- Valued supply chain member with strong customer & vendor relationships
- Well-positioned in marketplace for top-line growth with opportunity for improved cost structure

INVESTMENT CRITERIA

					
North American HQ	Revenue: >\$75M	Transaction Size: up to \$300M+	Equity Investment: \$25M to \$100M	EBITDA: \$15M to \$40M	Identifiable Value Creation Plan

CURRENT PORTFOLIO

PORTFOLIO COMPANY	ACQUIRED	BUSINESS DESCRIPTION	COMPLETED ADD-ONS
	Nov 2020	Automotive - Designer and manufacturer of products focused on light-weighting technologies within body structure, chassis and propulsion systems for the automotive and commercial vehicle markets .	
	Aug 2020	Automotive – Manufacturer of technical automotive products for global OEMs and Tier 1s, with product expertise in mechatronic control systems, lightweight structures, and exterior trim.	
	Jan 2020	Infrastructure – Manufacturer of mission-critical anchoring systems for power transmission poles and other large steel structures within telecommunications, transportation, and wind power markets.	
	Dec 2019	Metals Processing – Processor and distributor of metal bar products that serves OEMs, contract manufacturers, and precision machine shops across a diverse set of industrial and medical end markets.	
	May 2019	Metal Fabrication – Outsourced manufacturer of steel components that currently goes to market under three brands: Steel Craft (welding and fabrication), Hartford Finishing (coating), and Capitol Stampings (metal stamping and pulley fabrication).	
	Apr 2019	Component Manufacturing – Designer and manufacturer of highly engineered springs, wire forms, related components, and sub-assemblies for auto OEM, industrial, motorsport/racing, truck & trailer, and heavy equipment & appliance applications.	
	Jul 2018	Precision Machining – Manufacturer of hydraulic connectors for the industrial and consumer end markets out of 5 facilities in the Midwest. #1 player in the U.S. market with the largest installed capacity amongst its competitors and long-term customer contracts.	





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INVESTMENT TEAM

OPERATING TEAM

FUND ADMINISTRATION



LAUREN MULHOLLAND
Partner



JOHN STEWART
Partner



CHRISTEN PARAS
Director, BD & IR



SCOT DUNCAN
Partner



DOUG BROWN
Director, Operations



MONICA MCCLINTON
Partner, CCO



DYANA BAURLEY
Vice President, BD & IR



RYAN MCCOMB
Vice President



KRISTEN BAILLY
Vice President, HR



DAVID FROST
Vice President



GREG HADDIX
Vice President



JAMIE MEURER
CFO



MARTY SJOQUIST
Vice President



DAVID WALDEN
Senior Associate



ZACH JACKSON
Operator



JOHN POFF
Operator



DAVE WAGNER
Operator



ERIN MILES
Controller



TYLER MAY
Associate



SARAH VARGHESE
Associate



TROY GONZALES
Operator



BILL MCINTYRE
General Counsel



YUJI YOKOI
Senior Associate



ALLISON RUSSO
Office Manager



BRANDON HAMEL
Associate



LINDSAY QUINTERO
Associate



JORDAN GABBERT
Associate



BRENT HOLUTA
Analyst



HAYDEN WILKERSON
Intern



JOE FIELDS-ELSWICK
Office Manager



ALICIA LOKOVICH
Associate, IR

230+
Years of Operating
Experience

**WE ARE MOST PROUD
OF THE TEAM
WE HAVE BUILT**

40+
Board of Directors
Positions



SHANNON CRUMP
Administrator

For transaction opportunities, please email **CHRISTEN PARAS** at cparas@middlegroundcapital.com & **DYANA BAURLEY** at dbaurley@middlegroundcapital.com

