

# SOUTHFIELD

## True Partners

Southfield Capital is a private equity firm that partners with exceptional, growing companies in the lower middle market

### Targeted Business Characteristics



Leadership committed to partnering



Profitable, growing business



Organic and acquisition growth potential



Service that's critical to the customer

Southfield Capital has invested in entrepreneur built, business services companies since 2002. We work collaboratively with management teams to accelerate organic growth and implement targeted add-on acquisition strategies with the goal of at least tripling the size of the businesses. Southfield is currently investing out of its third fund.

#### EBITDA Criteria

**\$4 – 15 MM**

*Add-on acquisitions can be smaller*

#### Investment Size

**\$20 – 60MM** per platform

*Add-on acquisitions can be smaller*

### Investment Focus



Business services



Entrepreneur-led businesses



First institutional capital

### Team Contact

#### Andy Levison

Founder, Managing Partner

[alevison@southfieldcapital.com](mailto:alevison@southfieldcapital.com)

#### Heb James

Partner

[hjames@southfieldcapital.com](mailto:hjames@southfieldcapital.com)

#### Chris Grambling

Principal

[cgrambling@southfieldcapital.com](mailto:cgrambling@southfieldcapital.com)

#### Josh Sylvan

Vice President

[jsylvan@southfieldcapital.com](mailto:jsylvan@southfieldcapital.com)

#### Logan Vorwerk

Senior Associate

[lvorwerk@southfieldcapital.com](mailto:lvorwerk@southfieldcapital.com)

#### Andy Cook

Partner

[acook@southfieldcapital.com](mailto:acook@southfieldcapital.com)

#### Tim Lewis

Partner

[tlewis@southfieldcapital.com](mailto:tlewis@southfieldcapital.com)

#### Brandon Pinderhughes

Principal

[bpinderhughes@southfieldcapital.com](mailto:bpinderhughes@southfieldcapital.com)

#### Matt King

Senior Associate

[mking@southfieldcapital.com](mailto:mking@southfieldcapital.com)

#### Mike Weber

Senior Associate

[mweber@southfieldcapital.com](mailto:mweber@southfieldcapital.com)

#### Jason Perloth

Principal, Head of Business Development

[jperloth@southfieldcapital.com](mailto:jperloth@southfieldcapital.com)

# SOUTHFIELD

## Current Equity Investments



**Alba Wheels Up**  
Logistics Services  
Valley Stream, New York

Alba is a provider of customs brokerage, freight forwarding, trade compliance and other logistics services enabling its clients to efficiently move goods into and out of the U.S.

**Add-on Acquisition Strategy – customs brokerage, freight forwarding, trade and regulatory compliance and related logistics services companies**



**Franchise FastLane**  
Managed Franchise Services  
Omaha, Nebraska

Franchise FastLane is a franchise sales organization that provides high value services to emerging franchisors through its proprietary technology including franchisee program development, prospect recruitment and qualification, communication and tracking, deal closure and onboarding.

**Add-on Acquisition Strategy – franchise sales organizations and franchisor/franchisee service businesses**



**The Kelvin Group**  
Industrial Services  
Wilmington, Massachusetts

The Kelvin Group is an industrial refrigeration and HVAC company with a broad range of mission critical services including system design and installation, service, planned maintenance and compliance.

**Add-on Acquisition Strategy – industrial refrigeration, mission critical HVAC and related compliance services companies**



**Milrose Consulting**  
Building and Municipal  
Consulting Services  
New York, New York

Milrose is a leading provider of building code compliance solutions that offers a diverse portfolio of permitting, code & zoning, regulatory filing, due diligence and other consulting services.

**Add-on Acquisition Strategy – building compliance and inspection services companies**



**Protos Security**  
Managed Security Services  
Daleville, Virginia

Protos provides security guard and related solutions through its proprietary technology system which enables national clients to outsource the administrative burden associated with onboarding, managing and tracking thousands of guards working for dozens of vendors across hundreds of locations.

**Add-on Acquisition Strategy – tech enabled physical security, contract security guard, video monitoring and access control companies**



**Pacific Landscape Management**  
Landscaping Services  
Hillsboro, Oregon

Pacific is a leading landscape management company offering a range of maintenance, enhancement, and snow/ice services to commercial, industrial, and HOA clients in the Pacific Northwest.

**Add-on Acquisition Strategy – providers of commercial landscape maintenance, enhancements, installation, water management and winter storm services located on the West Coast**

## Other Sectors of Interest

### Building Services

Companies engaged in fire life & safety, maintenance & repair, property management, and other complimentary services

### Managed Services

Companies leveraging a vendor network to execute services for national or super regional customers

### Insurance Services

Administrators, brokers, captive managers or companies who participate in the broader health and benefits or property and casualty insurance ecosystem

### Compliance & Inspection Services

Companies focused on ensuring regulatory compliance or inspection services

### IT Services

Companies providing value-add IT services to either SMB or enterprise clients with some element of contracted recurring revenue

### Logistics

Companies focused on asset light third party logistics