

SUMMIT LINE  
CAPITAL



Identifying, acquiring and operating growing U.S. based companies.

## INVESTMENT CRITERIA

Our goal is to invest in fundamentally sound companies and increase their long-term value through identifying and capitalizing on growth opportunities in the market. We are seeking companies where our experienced team of executives, entrepreneurs and investors can add value to create long-term growth for our investments.

### Financial Criteria

- Revenue of \$5 - \$50 Million.
- EBITDA of \$2 - \$7 Million.
- Consistently strong EBITDA margins.

### Acquisition Company Criteria

- Minimum 3 years of operations and profitability.
- Sustainable growth opportunity.
- Diverse and growing customer base.
- Low to medium technology risk.

### Geography

- U.S. based privately held companies.

### Industry Criteria

- Fragmented and growing markets.
- PEO's, IT Services, Third Party Logistics, Business Services, and Light Manufacturing.

### Management Criteria

- Interested sellers including retiring owners, family businesses and corporate divestitures.
- Owner's willingness to participate during and after sale.

## BENEFITS TO SELLERS

Summit Line Capital, LLC offers business owners a strong value proposition tailored to seller's needs and concerns. We have a collaborative approach that allows business owners to enjoy the benefit of a liquidity event while knowing their company is positioned for long-term growth and success.

### Long Term Enterprise Growth

- We purchase companies on the premise of creating a long-term vision of growth and success.
- Summit Line is not interested in pursuing distressed companies.

### Proven Management

- Summit Line's management team has a strong track record of entrepreneurial and operational successes in both small business and in Fortune 500 companies.
- Our management team will be actively running the business's day-to-day operations.

### Flexible Deal Structure

- We provide business owners with liquidity solutions that offer both flexible terms and long-term financial options.
- Our management team is committed to meeting the needs and desires of the owner before, during and after the transaction.

### People Focus

- The employees are the ultimate driver of a company's success and we are committed to making the transition as seamless and successful as possible.

## OUR TEAM

Summit Line Capital, LLC is built on the belief that successful growing businesses are rooted in solid values, strong character and teamwork. Our team consists of individuals and organizations with significant entrepreneurial, operational and financial experience across a wide range of industries.

### **Andrew Stohl – Managing Partner**

Andrew Stohl has extensive financial experience including industry analysis, company valuation, syndicate offerings and private placements at firms such as Citigroup and Bloomberg LP. Mr. Stohl most recently co-founded a multi-million dollar hedge fund, and has managed equity, debt and alternative investments in excess of \$50 million. Mr. Stohl is a graduate of the University of Notre Dame with a BBA in Finance.

### **Todd Beutel – Managing Partner**

Todd Beutel has a breadth of operational experience both corporate and entrepreneurial. He has raised capital for and co-authored the business plans of two successful multi-million dollar companies and most recently managed two business units at AT&T. Mr. Beutel holds a BBA from the University of Colorado and an MBA from the University of Notre Dame.

#### **Scott Asen - Limited Partner**

Scott Asen is a private investor managing a portfolio of personal equity and real estate investments. Mr Asen is a former general partner of Pioneer Ventures and managed the group's venture capital and special situations investment activities. He sits on several corporate boards as well as several not-for-profit boards. Mr. Asen is a graduate of Harvard College.

#### **Craig Burr - Limited Partner**

Craig Burr is presently a private investor and serves on the Boards of Directors of several private companies. Mr. Burr was a founder of Burr, Egan, Deleage & Co., a private investment firm with over \$400 million under management. Mr. Burr received his AB, cum laude, from Harvard College and his MBA from Harvard Business School.

#### **Stephen J. Clearman - Limited Partner**

Stephen J. Clearman is the Managing Member of Kinderhook Partners, L.P, a fund with approximately \$150 million under management. In 1984, he founded Geocapital Partners a venture capital firm focused on emerging software, information services and internet companies. Mr. Clearman holds a B.A. in Mathematics from Haverford College, a J.D. from Harvard Law School, and M.S. in Electrical Engineering from Columbia University.

#### **Bob Dahl - Limited Partner**

Bob Dahl was the head of global healthcare investment activities for the Carlyle Group. He was involved in twelve healthcare investments, representing approximately \$1.1 billion in invested equity. Mr. Dahl served on the investment committee of the U.S. buyout funds, including the \$7.9 billion Carlyle Partners IV and the \$3.9 billion Carlyle Partners III funds. Bob is a graduate of Middlebury College and the Harvard Business School, where he was a Baker Scholar and a Loeb Rhodes fellow.

#### **Mark Egan - Limited Partner**

Mark Egan is a Managing Partner at Marion Equity Partners, a Boston based investment firm. Prior to Marion, Mark focused on investments in the technology, healthcare, media, and business services industries at Polaris Venture Partners. Mark is a graduate of Fairfield University with an MBA from The Wharton School at the University of Pennsylvania.

#### **Paul Furlow - Limited Partner**

Paul Furlow is Co-President of Dixon Midland Company, a private equity firm he co-founded. Previously he served as Co-President of Tech Lighting, a manufacturer of architectural lighting systems and worked at McKinsey & Company. Mr. Furlow is a graduate of the University of Michigan and has an MBA from the Stanford Graduate School of Business.

#### **Wesley Mitchell - Limited Partner**

Wesley Mitchell has 10 years experience in the energy commodity markets, engaging in proprietary trading. Mr. Mitchell earned his BBA from the University of Oklahoma and his MBA from the University of Notre Dame.

#### **Aaron Mobarak - Limited Partner**

Aaron Mobarak is Co-President of Dixon Midland Company, a private equity firm he co-founded. Previously he served as Co-President of Tech Lighting and worked at McKinsey & Company. He has an undergraduate degree from the University of Illinois and an MBA from Harvard Business School.

#### **Jim Southern - Limited Partner**

Jim Southern manages a portfolio of more than 20 small to medium sized privately held companies. Previously he was CEO of Uniform Printing and serves or has served on the boards of ten privately held companies. Mr. Southern received his BA from Southwestern University and MBA from Harvard Business School.

#### **Stephen A. Stohl - Limited Partner**

Stephen A. Stohl is Vice President and Senior Corporate Counsel for Comerica Bank supporting the Middle Market and Global Banking lending groups. Mr. Stohl holds a BM and MM from the University of Wisconsin-Madison, a JD from Thomas M. Cooley Law School and an MBA from Eastern Michigan University.

#### **William Thorndike - Limited Partner**

William Thorndike is a Founding Partner of Housatonic Partners. He is a Director of Alta Colleges; Continental Fire & Safety Services, LLC; Carillon Assisted Living, LLC; LeMaitre Vascular, Inc.; and a Trustee of Groton School. He is a graduate of Harvard College and holds an MBA from Stanford's Graduate School of Business.

#### **A.J. Wasserstein - Limited Partner**

A.J. Wasserstein was the founder and CEO of ArchivesOne, the third largest records management company in the United States. The U. S. Small Business Administration named him the "2000 Small Business Person of the Year" in Connecticut. Mr. Wasserstein graduated from Colgate University and received his MBA from New York University.

#### **Kent Weaver - Limited Partner**

Kent Weaver is the CEO of Progressive Home Care, and previously served as a regional CFO in Pepsico's Pizza Hut Division. Mr. Weaver received his BS in finance from the University of Southern California and an MBA from the University of California, Los Angeles.

#### **Alpine Investors - Limited Partner**

Alpine Investors is a \$247 million private equity firm that invests in privately held businesses generating \$2+ million of EBITDA located in the United States. Alpine has a generalist approach in terms of industry but focuses on companies with stable or recurring revenue streams.

#### **The Cambria Group - Limited Partner**

The Cambria Group is a private investment company, which acquires and invests in small and mid-sized businesses with established operating histories. Since its founding, Cambria has made twenty investments in businesses spanning the manufacturing, distribution and service sectors.

### CONTACT US

#### **Todd Beutel - Managing Partner**

T: (773) 592-5599 | F: (773) 751-2858

tbeutel@summitlinecapital.com

#### **Andrew Stohl - Managing Partner**

T: (312) 550-1982 | F: (773) 751-2858

astohl@summitlinecapital.com



421 W. Huron Suite 1402 | Chicago, IL 60610  
[www.summitlinecapital.com](http://www.summitlinecapital.com)