

Private Equity Dedicated to Scaling Small Businesses

ScaleCo Capital is a Cleveland-based lower middle market private equity firm making control-oriented equity investments in fast-growing companies based primarily in the Great Lakes region.

ScaleCo partners with companies in the verticals of (i) business services and tech-enabled services, (ii) value added distribution and assembly, and (iii) training, compliance, and education, bringing operational expertise and strategic resources to scale their growth potential and build long-term value.

Size:	Up to \$5 million of LTM EBITDA
Location:	Targeting platform investments primarily in the Great Lakes-region with add-on acquisitions based throughout North America
Equity Check:	Up to \$25 million (including add-ons)
Situation:	First institutional capital in entrepreneurial led founder-owned, management-owned, or family-owned companies.

Platform Attributes

High Revenue
Visibility

Strong Organic
Growth Potential

Attractive &
Sustainable Margins

Large Universe of
Add-On Acquisitions

ScaleCo Deal Team



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Portfolio Companies

Business Services



Accurate Group (OH)

National real estate transaction services business
(Acquired Feb-09 | Sold Dec-12)



Budco (MI)

Payment plan program management company
(Acq. Nov-12 (ECP II) | Acq. Dec-18 (Indep.) | Sold Aug-22)



American Eagle Mortgage (OH)

Residential mortgage bank
(Acquired Sep-09 | Sold Sep-13)



Federos (IN)

AI-optimized assurance, analytics, and automation solutions
(Acquired Apr-16 | Sold Dec-21)



Knowledge Center (CO)

Developer of emergency management software tools
(Acquired Jul-14 | Sold Nov-20)



PSP Metrics (OH)

Provides pre- and post employment assessment testing
(Acquired Dec-20 | Sold - N/A)



ROI Networks (CA)

Value-added reseller of unified communication systems
(Acquired Sep-14 | Sold Nov-18)



TPI Efficiency (OH)

Outsourced provider of energy management, procurement, and efficiency services
(Acquired Oct-22 | Sold - N/A)

Value-Added Distribution & Assembly



STAM (OH)

Precision large diameter tube bending and fabricating company
(Acquired Jun-98 | Sold Mar-17)



Renasant Salvage (OH)

Network of automotive salvage yards and recycling facilities
(Acquired Sep-17 | Sold Aug-23)



Innerpac (IL)

Manufacturer of specialty materials for the packaging industry
(Acquired Nov-06 | Sold Aug-10)



NexTech Operations (MS)

Refurbishes and distributes globally used voice and networking products
(Acquired Apr-18 | Sold Mar-23)



Turf Ventures (IL)

Chemical distribution business for the turf management chemicals to the golf course industry
(Acquired Mar-08 | Sold Sep-14)



Innoplast (OH)

Value-added assembler and distributor of passive, conspicuity safety solutions
(Acquired Apr-21 | Sold- N/A)



Cap City Dental Lab (OH)

National dental lab providing dental implants
(Acquired Jul-18 | Sold Nov-24)



Portfolio Companies

Education, Training & Compliance



Axiom (TX)
Sales force training and revenue enhancement company
(Acquired Nov-12 | Sold Dec-20)



Lewellyn (IN)
Provides workplace facility and hazard safety assessments
(Acquired Aug-12 | Sold Nov-17)



Heavy Equipment College (NV)
Education and training business specializing in heavy equipment and crane operator training
(Acquired Jun-15 | Sold May-24)



Safety Controls Technology (OH)
Provides occupational health and safety services
(Acquired Mar-23 | Sold – N/A)



Cascade (WA)
Healthcare training and staffing company
(Acquired Jun-14 | Sold Dec-21)

Investment Profile

Sectors

- Business and Tech-Enabled Services
- Value-Added Distribution and Assembly
- Education, Training, and Compliance

Financials

- Revenue: Up to \$50M
- EBITDA: Up to \$5M (no minimum for add-on acquisition)

Structure

- Control-oriented leveraged buyout and growth equity investments
- Equity investments up to \$25M (with ability to obtain co-invest)

Geographic Focus

Our mission and passion is rooted in helping entrepreneurs and owners across the **Great Lakes** region! No location restriction for add-on acquisitions.

