

## 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.

<b>Size:</b>	Up to \$5 million of LTM EBITDA
<b>Location:</b>	Targeting platform investments primarily in the Great Lakes-region with add-on acquisitions based throughout North America
<b>Equity Check:</b>	Up to \$25 million (including add-ons)
<b>Situation:</b>	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)**  
Manufacturer and value-added distributor of 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.

