

Summer Street Capital Partners® manages nearly \$300 million in private equity capital focused on emerging middle market companies. We invest alongside talented managers, bringing capital and resources to enable extraordinary growth.

We look for committed management, sustainable competitive advantages and above-average growth prospects. We ensure that key managers have a meaningful equity interest in the business they manage and share in its success.

Transactions we support

- **Buyouts**
 - Family businesses
 - Corporate divestitures
- **Management buyouts**
- **Growth investments**
 - Acquisitions and roll-ups
 - Organic expansion
- **Ownership/generational transitions**
- **Recapitalizations**
 - Personal liquidity
 - Estate planning
 - Asset diversification

Investment preferences

- FINANCIAL:** \$30–\$150 million revenue
10% or greater EBITDA margins
- INVESTMENT AMOUNTS:** Minimum of \$15 million
- OWNERSHIP:** Minority and control positions
- GEOGRAPHY:** Typically headquartered in the eastern half of US and Canada
- INDUSTRIES:** Diverse industries considered

Active areas of focus

ENVIRONMENTAL SERVICES

- Solid waste collection and disposal
- Recycling
- Waste water
- Medical waste

NICHE MANUFACTURING

- Branded commercial products
- Diagnostic instruments and equipment
- Engineered products (industrial, medical, aerospace)
- Industrial equipment and machinery

HEALTHCARE SERVICES

- Specialty managed care services
- Alternative site providers
- Home healthcare/hospice
- Laboratory services
- Technology-enabled services companies

EDUCATION

- Post-secondary
- K–12
- Training
- Educational products and services

MORE THAN JUST MONEY

Creating value and enhancing growth are key elements of our continued success at Summer Street. Managers of our portfolio companies apply our capital, relationships, and operational resources to strengthen their companies' market position, expand operating margins, and gain scale through targeted acquisitions.

Representative investments



Products/Services: Solid waste collection, disposal, and recycling

Business: Leading residential and commercial solid waste hauler in select West Virginia and Maryland counties. *Seeking add-on acquisitions.*

Use of Capital: Buyout



Products/Services: Frozen meat products

Business: Processor of value-added meat products for food service companies and retailers. *Seeking add-on acquisitions.*

Use of Capital: Buyout and family transition



Products/Services: Specialty benefit management services

Business: Provider of benefit and network management services to the managed care industry. *Seeking add-on acquisitions.*

Use of Capital: Recapitalization and growth capital



Products/Services: Ophthalmic instruments

Business: Leading global provider of diagnostic ophthalmic instruments and refractometers serving the eye care industry.

Use of Capital: Management buyout from corporate parent



Products/Services: Post-secondary education

Business: Multi-campus private school offering diploma programs in allied health, culinary arts, hospitality, and cosmetology.

Use of Capital: Recapitalization and growth capital



Products/Services: Home healthcare

Business: Provider of comprehensive services and innovative programs in home healthcare. *Seeking add-on acquisitions.*

Use of Capital: Buyout and family transition



Products/Services: Bathware products

Business: Manufacturer of gelcoat and acrylic bathware for residential, assisted living and commercial markets.

Use of Capital: Management buyout



Products/Services: Solid waste collection, disposal, and recycling

Business: Leading New York-based provider of solid waste management services.

Use of Capital: Acquisition and growth financing



Products/Services: Post-secondary education

Business: Largest accredited private welding school. *Seeking add-on acquisitions.*

Use of Capital: Buyout

Our team

Michael McQueeney, Managing Partner
Brian D'Amico, Managing Partner
Gary Hull, Partner
Jennifer Chalmers Balbach, Partner
Andrew Fors, Partner
Barry D. Freeman, Partner
Randolph R. Bianchi, Partner, Business Development

Baris Civelek, Principal
Michael Petri, Principal
Ryan C. Martin, Vice President
John Collins, Vice President
Douglas VanOort, Operating Partner
Michael Serventi, Operating Partner
John Burgess, Operating Partner
James Chambers, Operating Partner

