

Financing Partners for the Lower Middle Market



NORTHSTAR
CAPITAL

Who we are

Since its founding in Minneapolis, Minnesota in 1993, Northstar Capital has been a trusted financing partner for lower middle market financial sponsors, business owners, and management teams. Guided by its Midwestern values and over 25 years of experience investing in the lower middle market, Northstar Capital brings integrity, experience, and commitment to each of its partnerships.



Trusted



Experienced



Committed

Investment Parameters

Company Characteristics:

- Sponsored transactions
- History of stable cash flows and profitability
- Sustainable margins
- Strong, proven management team
- Leading positions in niche markets

Geographic Focus:

U.S. and Canada

Company size:

EBITDA of at least \$3M

Industries:

Generalists

Northstar does **not invest in Real estate development, natural resources exploration, and emerging technology companies**

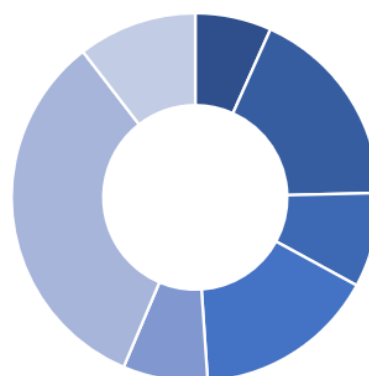
Investment Types:

Subordinated debt: **\$5M to \$30M**

Equity Co-Investments: **(up to) \$15M**

"A Range of Solutions for Each Situation"

Diversified Investing by Theme



- Channel Disruption
- Consumer
- Food & Agriculture
- Healthcare
- Infrastructure
- Outsourcing
- Sourcing

1.7B+

Committed
Capital Raised

7

Funds
Raised

77+

Years of Combined
Partner Experience

160+

Platform
Investments

NORTHSTAR TEAM



Douglas E. Mark
Managing Partner



Brian J. Schneider
Managing Partner



Christopher J. Kocourek
Managing Partner



Daniel E. Kleineman
Partner



Ethan C. Eid
Partner



John V. Kennefick
Principal



Matthew R. Lilledahl
Vice President



Joseph J. Lingen
Vice President



Makenzie L. Murtha
Vice President, BD



Kendall H. Williamson
Senior Associate



Colin J. Moroney
Associate



Johnny D. Walsh
Associate

Subordinated Note and Equity

DOLLAMUR
SPORT SURFACES

A Portfolio Company of

 **River Associates**

Subordinated Note and Equity

 **Intellivo**

A Portfolio Company of

THOMPSON STREET
CAPITAL PARTNERS

Subordinated Note and Equity

 **P&F Industries, Inc.**

A Portfolio Company of

 **SHOREVIEW**

Subordinated Note and Equity

HydroPeptide[®]

A Portfolio Company of

Seidler
Equity Partners

Subordinated Note and Equity

 **CORPORATE**
TECHNOLOGIES
LLC

A Portfolio Company of

 **TONKA BAY**

Subordinated Note and Equity

 **ACCORD CARTON**
CHICAGO
MANUFACTURING SINCE 1948

A Portfolio Company of

MASON  **WELLS**

Subordinated Note and Equity

 **CAPITOL**
SERVICES

A Portfolio Company of

 **CLEARVIEW**
CAPITAL

Subordinated Note and Equity

 **TWANG**

A Portfolio Company of

encore 
consumer capital

Subordinated Note and Equity

 **Media**
One
Digital Imaging Solutions, LLC

A Portfolio Company of

 **AMERICAN PACIFIC GROUP**

Subordinated Note and Equity

 **HERB PHARM**[®]

A Portfolio Company of

Seidler
Equity Partners

Subordinated Note and Equity

STANDARD
LOCKNUT

A Portfolio Company of

 **TONKA BAY**

Subordinated Note and Equity

 **AUTOMATED**
HANDLING SOLUTIONS

A Portfolio Company of

May
River
CAPITAL

Subordinated Note and Equity

 **HEARTLAND**
PAVING PARTNERS

A Portfolio Company of

SOUNDCORE
CAPITAL PARTNERS

Subordinated Note and Equity

 **CROWN**

A Portfolio Company of

 **SHOREVIEW**

Subordinated Note and Equity

LumiSource LLC
Stylish Decor • Affordable Prices

A Portfolio Company of

 **CIDCAPITAL**

RUSTIC
BAKERY

A Portfolio Company of

 **SAN FRANCISCO**
EQUITY PARTNERS

Subordinated Note and Equity

 **Black Diamond**
networks

A Portfolio Company of

TENEX | CAPITAL MANAGEMENT

Subordinated Note and Equity

 **IRONCRAFT**

A Portfolio Company of

LFMcapital

Subordinated Note and Equity

 **DRAKE**

A Portfolio Company of

WEINBERG
CAPITAL GROUP

Subordinated Note and Equity

CEG
Consolidated Equipment Group

A Portfolio Company of

 **DOMINUSCAPITAL**