

# Financing Partners for the Lower Middle Market



## 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 more than 30 years of experience investing in the lower middle market, Northstar Capital brings integrity, experience, and commitment to each of its partnerships.



## Investment Size + Parameters

Unitranche: **\$5M - \$50M**

Subordinated Debt: **\$5M - \$30M**

Structured Junior Capital: **\$5M - \$30M**

Equity Co-Investments: **\$1M - \$15M**

## Transaction Types

- Sponsored transactions
- Non-Control
- Growth Capital
- Leveraged Buyouts
- Recapitalizations
- Add-On Acquisitions

## Company Criteria

- >\$3 million EBITDA
- U.S. and Canada based
- History of stable cash flows & profitability
- Sustainable margins
- Strong management team
- Leading positions in niche markets

## Diversified Industries

- Business Services
- Consumer
- Distribution
- Food & Beverage
- Healthcare
- Manufacturing
- Infrastructure
- Software & Tech

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

**2.4B+**  
Committed Capital

**10**  
Funds Raised

**110+**  
Years of Combined  
Partner Experience

**170+**  
Platform Investments

## Investment Team

**Makenzie L. Murtha** Vice President, BD

**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**  
Partner

**Matthew R. Lilledahl**  
Vice President

**Joseph J. Lingen**  
Vice President

**Kendall H. Williamson**  
Senior Associate

**Colin J. Moroney**  
Senior Associate

**Isaac B. Potter**  
Analyst

Subordinated Note and Equity



A Portfolio Company of



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