

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.**

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

2.4B+
Committed Capital

10
Funds Raised

110+
Years of Combined
Partner Experience

170+
Platform Investments

Subordinated Note and Equity



A Portfolio Company of



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PAINTING &
RESTORATION
CONTRACTORS

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