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 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

180+
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*

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Subordinated Note and Equity



A Portfolio Company of



Branford Castle Partners

Subordinated Note and Equity



A Portfolio Company of

Tonka Bay

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SOUNDCORE
CAPITAL PARTNERS

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SEASIDE
EQUITY PARTNERS

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LFMcapital

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CONFIDENTIAL

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Hanover Partners

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NORTHERN
LEGACY

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River Associates

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THOMPSON STREET
CAPITAL PARTNERS

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Seidler
Equity Partners

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MASON WELLS