



NINTH STREET  
CAPITAL PARTNERS



DRIVING  
GROWTH  
WITH  
SOLUTIONS  
THAT FIT  
OWNERS'  
NEEDS

## PROVIDING FLEXIBLE EQUITY SOLUTIONS

Ninth Street Capital Partners is a private investment partnership that specializes in acquiring, developing and managing established businesses. With a focus on executing deals with the highest degree of integrity, we make long-term controlling investments in growth-oriented, privately held businesses with revenues ranging from \$5 to \$50 million.

Our flexible approach allows us to tailor our investments to help entrepreneurs and business owners achieve their personal and financial goals.



NINTH STREET CAPITAL ACTIVELY SEEKS TO ACQUIRE PRIVATELY HELD SMALL TO MIDDLE-MARKET COMPANIES WITH PROVEN RECORDS OF SUCCESS. WE LOOK FOR OPPORTUNITIES THAT SATISFY MOST OR ALL OF THE FOLLOWING CRITERIA:

## Financial Criteria

- \* Revenue between \$5 and \$50 million
- \* History of profitability and revenue growth

## Industry Criteria

- \* Limited cyclicity
- \* Low technology risk

## Management Criteria

- \* Owner seeking liquidity and/or exit
- \* Solid employee relations, with high employee retention rates

## Company Criteria

- \* Well positioned in a growing and fragmented industry
- \* Identifiable growth opportunities
- \* North American based business

Ninth Street Capital does not make minority investments and does not invest in start-up opportunities, retail stores, or restaurants.



THINK BIG,  
START SMALL,  
SCALE FAST



FOR BUSINESS OWNERS SEEKING AN ALTERNATIVE TO TRADITIONAL EXIT OPPORTUNITIES, NINTH STREET CAPITAL OFFERS A FLEXIBLE SOLUTION. WE PROVIDE LIQUIDITY AND WE ARE WILLING TO ASSUME AN ACTIVE MANAGEMENT ROLE IN THE COMPANIES IN WHICH WE INVEST, ENSURING CONTINUITY, SUSTAINABILITY, LEGACY PRESERVATION AND LONG-TERM GROWTH.

- We understand that good businesses are the result of hard work and commitment. Our day-to-day involvement following an acquisition demonstrates our commitment and dedication to your company's continued success.
- We are long-term investors and value operational continuity, stable employee relations and the unique culture that every company develops. We will work to ensure that this culture endures post-transaction.
- We recognize the emotions and sensitivities that can be involved in deciding to sell a business. We will work with you on a strictly confidential basis to structure transactions that enable you to achieve your objectives.

A photograph of a sailboat with white sails and a dark hull, sailing on a blue ocean under a clear sky. The boat is viewed from a low angle, showing the deck and the water's surface.

FLEXIBLE  
STRUCTURES  
AND TAILORED  
SOLUTIONS  
THAT MEET  
SELLERS' NEEDS



**NINTH STREET CAPITAL BRINGS TOGETHER A WELL CAPITALIZED GROUP OF INVESTORS, ADVISORS, AND BUSINESS OPERATORS WITH MORE THAN 120 YEARS OF EXPERIENCE ACROSS MULTIPLE INDUSTRIES.**

WITH EXTENSIVE DEAL-MAKING EXPERTISE AND MORE THAN 30 PRIOR ACQUISITIONS, OUR TEAM IS PASSIONATE ABOUT BUILDING AND GROWING SMALL TO MID-SIZED COMPANIES. UNLIKE OTHER TRADITIONAL PRIVATE EQUITY FIRMS, NINTH STREET CAPITAL IS WILLING TO ASSUME SENIOR MANAGEMENT ROLES IN THE COMPANIES WE ACQUIRE. THIS FORMS THE FOUNDATION OF OUR COMMITMENT TO GROW AND IMPROVE THE VALUE OF OUR INVESTMENTS.

## MANAGING PARTNERS

### MICHAEL WEINER

Michael Weiner is a founder and Managing Partner of Ninth Street Capital Partners and has extensive expertise in business and financial planning, due diligence, corporate finance, leveraged acquisitions and credit management. Prior to founding Ninth Street Capital, Michael was an investment professional at The Riverside Company, a middle-market private equity fund with \$2.5 billion of capital under management. At Riverside, Michael focused on leveraged recapitalizations, management buyouts, and industry build-ups with transaction sizes of up to \$100 million and was involved in the ongoing management of Riverside's investments. Prior to Riverside, Michael worked as an Investment Banker for Citigroup Global Markets where he successfully closed hotel and infrastructure financings totaling over \$500 million. Additionally, Michael has managed the start-up of two technology ventures. Michael received a BS in Economics and Mathematics from Duke University and an MBA from the Massachusetts Institute of Technology Sloan School of Management.

### PATRICK DICKINSON

Mr. Dickinson is a founder and Managing Partner of Ninth Street Capital Partners and has extensive experience with the acquisition, strategic development and operation of lower middle market companies. Prior to founding Ninth Street Capital, Mr. Dickinson served as an investment professional at Laurel Mountain Partners, a merchant banking group that specializes in acquiring and operating companies in the waste and recycling industries. While at Laurel Mountain, Mr. Dickinson was involved in all aspects of the firm's activities from the origination, analysis, negotiation, structuring, executing, and financing of transactions, as well as the ongoing management of Laurel Mountain's investments. During his tenure at Laurel Mountain, Mr. Dickinson participated in the acquisition of over 20 companies worth a combined \$200 million and played an integral role in the development and daily operations of one of the largest regional solid waste disposal companies and the largest scrap tire processing company in the United States. Since leaving Laurel Mountain, Mr. Dickinson has worked as a management consultant at McKinsey & Company. Mr. Dickinson received a BS in Economics and Mathematics from Duke University and an MBA from the Harvard Business School.



## SELECTED INVESTMENT ADVISORS

### CHARLES DICKINSON

Charles Dickinson has over fifty years of operating experience in the electronics manufacturing and semiconductor industries. He spent over twenty years on and twice served as Chairman of the Board of Solectron Corporation, a worldwide leader in electronics manufacturing, assembly, and test services. During his tenure, Charles personally oversaw the successful setup and operations of Solectron's European division and helped the Company evolve from a venture funded start-up to a \$20 billion public company. Charles has also served as CEO of the OEM printer manufacturer Dataproducts Corp, as Chairman of the Board for LeCroy Corp, Vermont Micro Systems, and Jmar Technologies, and as a Board member for Nypro, Trident Micro Systems, and Aavid Thermal Technologies among others. Earlier in his career, Charles held several manufacturing management roles with RCA, Control Data Corporation, and Memorex. Charles has also made a number of angel and private investments over the tenure of his professional career. Charles holds a Bachelors of Electrical Engineering and an MBA from the University of Minnesota.

### DAVID VOGEL

David Vogel is a co-founder of the private investment group Velocity Equity Partners and has more than 20 years of venture capital and merger and acquisition experience. Previously, David set up and served as a Managing Partner of Velocity Capital Partners, a Chicago-based venture capital initiative. David's prior investments include: MGC Communications, 21st Century Telecom Group, GoAmerica, and CyberSource. More recently, David has led investments for Velocity Equity Partners in Retail Solutions, Dotomi, CiDRA, and The FeedRoom. Earlier in his career, David served in various corporate development roles for Farley Industries and Fruit of the Loom. In those roles he assisted in developing, analyzing and executing corporate acquisition strategies and restructuring alternatives for Fruit of the Loom, West Point Pepperell, Acme Boot Company and other companies affiliated with Farley Industries. David is a graduate of Amherst College and earned his MBA from The Tuck School at Dartmouth College.

### JIM EDMUNDS

Jim Edmunds joined Search Fund Partners after serving as President of a portfolio company, Celebrity Kids Portrait Studios. Jim and his business partner had assembled an investor group to purchase the upscale photography retailer in 2005 and subsequently grew the business in the U.S. and expanded to India. Previously, Jim worked for McKinsey & Company. Jim has an MBA from Stanford University and an AB from Harvard University.

### KENT WEAVER

Kent Weaver is CEO of Progressive Home Care, a Northern California-based home health care company. Previously, Kent held executive positions in marketing and product management with KnowledgeLINK, a VC-backed startup. Before that, Kent served as a regional CFO and business analyst in Pepsico's Pizza Hut Division and as a management consultant at Ernst & Young. Kent received his MBA from the University of California, Los Angeles and a BS in finance from the University of Southern California.

### OHANA CAPITAL

Ohana Capital is an active investor in search funds and lower middle-market companies. Ohana is managed by Tim Ludwig. Tim has over 12 years of operational, entrepreneurial and investment experience. Prior to founding Ohana, Tim worked for Pacific Scene, a privately held, diversified real estate company where he was President of the Commercial Property division and led teams in asset management, acquisitions, and dispositions. Tim's prior experience includes roles as Manager of Special Projects at a middle-market manufacturing business, founder of two online publishing companies, and positions in business development with Dell Computer and a venture-backed start-up. Tim currently serves as a board observer at Verengo, a California-based home energy solutions company, and as a board member at the Child Abuse Prevention Foundation. Tim holds an MBA from the Ross School at the University of Michigan and a BA from The College of Wooster (honors, phi beta kappa).

### SEARCH FUND PARTNERS

Search Fund Partners invests in small, profitable companies with \$5 million to \$30 million in revenue. They work closely with entrepreneurs to find, acquire and build successful companies. They combine a portfolio approach with active, hands-on investment management to help entrepreneurs build lasting value companies. The Principals of Search Fund Partners, Dave Carver, Rich Kelley, and Jim Edmunds bring with them a wealth of operating and investing experience.

### STEVE NUTT

Steve Nutt is the Managing Director and Senior Investment Officer for Moreland Management Company, a family investment office devoted to managing the financial affairs of a high net worth Cleveland based family. Steve manages a broadly diversified investment portfolio, focused on global public and private equities and is responsible for asset allocation as well as liquid and illiquid portfolio strategies. Steve holds an MBA from the University of Chicago and has a background in options, derivatives, trading, and other investment strategies.



**NINTH STREET CAPITAL IS COMMITTED TO CONDUCTING BUSINESS WITH HONESTY, INTEGRITY AND A STRONG WORK ETHIC.**

Our founders and managing partners include third and fourth generation descendants of successful, hard-working entrepreneurial families from the Midwestern United States. We bring these values to our investments to position them for sustainable, long-term success.

Ninth Street Capital is sensitive to the transition goals of business owners, and strives to craft deals that achieve their objectives. In this way we ensure continuity for both customers and employees.

BRINGING A  
HARD-  
WORKING,  
HONEST  
APPROACH TO  
BUSINESS



Please contact us to learn more about Ninth Street Capital Partners or to discuss a specific investment opportunity. We work closely with intermediaries and pay standard industry finders and referral fees. All material and contact information is kept strictly confidential and can be returned upon request.

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