

# FOREST LANE

## CAPITAL



**Forest Lane Capital** is a private investment firm backed by committed family office capital. We are focused on acquiring lower middle market companies that welcome an energetic partner who wants to help accelerate growth.

Our objective is to partner with business owners and management teams to add value beyond just providing capital. We want to collaborate with existing teams and provide them with ongoing strategic and execution support:

- + Serve as a **resource for the company** to help accelerate growth initiatives and to support the management team wherever needed, whenever needed.
- + Operating Partner team of **seasoned executives** brings 50+ years of perspective and experience running lower middle market businesses.
- + Relentless pursuit of long-term value creation with **no predetermined investment horizon**.

### INVESTMENT CRITERIA.

FINANCIAL	INDUSTRY	GEOGRAPHY	SITUATIONS
+ Revenue: \$5 - \$50MM	+ Niche Manufacturing	+ Anywhere in the U.S. or Canada	+ Family successions
+ EBITDA: \$1MM - \$5MM	+ Value-added Distribution		+ Management buyouts
+ EBITDA Margins: 10% +	+ Business Services		+ Recapitalizations
			+ Corporate carve-outs

### COMPANY CHARACTERISTICS.

- + Committed management team
- + Straightforward business model
- + Clear value proposition / defensible market position
- + Some level of recurring revenue
- + Identifiable opportunities to improve the business through revenue or operational enhancements
- + Non-cyclical, non-commodity based
- + No meaningful concentration
- + First institutional capital
- + Growth through add-on acquisitions
- + Owners looking to remain in place and rollover proceeds
- + Owners looking to retire but willing to remain until institutional knowledge is transferred
- + Management teams that welcome a hands-on approach

### INVESTMENT TEAM.

**Joel Pokorney**  
Managing Partner  
Investment Team  
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forestlanecapital.com

**Mike Williamson**  
Partner  
Investment Team  
mike@  
forestlanecapital.com

### OPERATING PARTNERS.

**Michael Hartley**  
Operating Partner  
Niche Manufacturing

**Steve Michalski**  
Operating Partner  
Value-Added Distribution

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### INVESTMENTS.



**Meritech**, based in Denver, CO, is the leading developer and manufacturer of fully-automated handwashing and boot scrubbing systems that protect employees against bacteria, viruses and other harmful pathogens. Serves all end markets that have a high standard for employee hygiene including food production, healthcare, pharma/cleanrooms, cruise lines, nutraceutical, pet food, restaurants, childcare, public use, and many others



**HTG Supply**, based in Pittsburgh, PA, is a leading omni-channel retailer and manufacturer of indoor gardening supplies sold to the controlled environment agriculture ("CEA") industries. The Company serves hobbyist and commercial customers with products that include grow media, nutrients, LED/HID lighting, environmental control solutions, and thousands of other products that help customers grow plants both indoors and outdoors.

**Currently Seeking Add-ons** - Retailers/manufacturers of gardening supplies



**ARS Recycling Systems**, based in Youngstown, OH, is the global leader in manufacturing steel abrasive blasting and dust collection equipment. Primary markets include bridge maintenance, marine maintenance, shipbuilding, and tank maintenance (water and petrochemical). Patented technology provides a competitive edge to contractors using ARS Abrasive Recycling Machines, Dust Collectors and Rapid Deployment equipment.

**Currently Seeking Add-ons** – Manufacturers and/or distributors of equipment/products used in the protective coating & corrosion control industry



### Forest Lane Capital

At Forest Lane Capital, we manage committed family office capital for control equity investments in founder-led and family-owned businesses.

### Contact Us

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