

For over 20 years, we have been a private equity fund that has partnered with U.S. lower middle-market companies looking to take advantage of our C-level expertise. Our One-Stop Solution and our fully transparent working style, diverse professional experience and collaborative process result in simpler and faster transactions for all parties involved.

## Unique "One-Stop Solution" Differentiates Champlain From Other Private Equity Funds

Our One-Stop Solution provides the entire purchase price (all the equity and all the debt) for buyouts and recapitalizations. This solution offers the ease and speed of one capital provider without the restrictions and uncertainty imposed by third-party lenders. It's a fact: when the capital structure comes from one source, management can react faster to timely opportunities or challenges while keeping the long-term in mind.

**\$3-15 Million**  
EBITDA

**\$10-100 Million**  
REVENUE

**70+**  
COMPANIES

### Industries

**Consumer Products**

**Manufacturing**

**Business Services**

**Healthcare**

**Value-Added Distribution**

### Champlain Team

**DENNIS LEARY**

*Managing Partner*

**PIERRE SIMARD**

*Partner*

**RICH LAITTA**

*Operating Partner*

**SHIRLEY LEE**

*Chief Financial Officer*

**WARREN D. FELDBERG**

*Managing Partner*

**MIKE ZHANG**

*Principal*

**JON ACHENBAUM**

*Operating Partner*

### Experienced Lower Middle Market Investors

- Champlain Capital focuses on U.S.-based lower middle market companies. We believe these smaller companies have significantly higher growth potential than their size implies.
- We partner with companies in niche businesses, including consumer products, manufacturing, business services, healthcare and value-added distribution.
- Champlain Capital seeks to make investments of \$25 to \$100 million in companies with EBITDA of \$3- \$15 million, strong and consistent earnings, products/services valued by customers, defensible market positions, and solid organic growth potential.
- We are experienced, engaged investors and operators focused on crafting enduring strategic plans, developing organizational capabilities, and improving functional operations to create lasting value.

### Focus on Meeting Sellers' Needs

- Selling a company can be complicated with trade-offs whether the goal is to exit or retain a financial stake with business involvement. Our flexible transaction structures meet any seller's needs.
- We find complex financial structures add little to transactions except indecision. Unlike traditional PE firms, Champlain provides the entire purchase price (all the equity and debt). Transactions are faster and simpler, and we eliminate the restrictions and uncertainty imposed by third-party lenders.
- We structure equity plans for management teams which aligns their interests with ours. With no adverse third-party lenders, management can react faster to timely opportunities or challenges while keeping the long-term in mind.

**ChamplainCapital.com**

SAN FRANCISCO | BOSTON

## Current Investments

### iPromoteU



iPromoteU is the leading provider of tech-enabled, back-office business processes and supply chain services for the promotional products industry.

### PreBrands



Pre Brands is the leading branded "Better for You" 100% grass fed and finished beef products that sells through grocery and e-commerce channels.

### Pro-Tek



Pro-Tek is a leading provider of asset storage, preservation, organization, repair, re-mastering, and curation for film, and all types of media assets

### Bees Wrap



Bees Wrap is the leading manufacturer and marketer of reusable, organic, biodegradable food wraps, used as an alternative to single-use plastic products.

### FireKing



FireKing is the leading designer and manufacturer of high-quality storage products to protect vital documents from the risks of fire and severe impact.

### Pelton Shepherd



Leading manufacturer of quality gel ice, a critical component in the delivery cold chain for the food and pharmaceutical industries.

### PUI Audio



North America's largest developer and supplier of high-quality audio components used in a wide variety of engineered applications.

### Agam



Niche manufacturer of modular display products used for trade shows, store fixtures, exhibits and other end markets throughout North America.

### Stewart MacDonald



Global e-tailer of specialty tools and parts for guitars, banjos and other fretted instruments.

### Master Cutlery



Leading multi-brand designer and marketer of everyday carry and activity-specific knives and edged tools for work, leisure and home.

### JRI Holdings (dba Jenfab)



Leader in the design and manufacture of aqueous parts-washing equipment under the JRI and Jenfab brand names.

## Realized Investments

### S.R. Smith



Global leader in residential and commercial pool deck equipment.

### Frontier Fire



Premier Colorado-based company providing fire and life safety services for commercial, industrial and multi-family buildings.

### Thibaut



Premier designer and marketer of upscale wallpapers, fabrics and furniture sold globally under Thibaut, Anna French and Arcadia brands.

### B27



B27 services the global energy industry under the BestPump Works and Integrated Flow Solutions brand names.

### CarStar



The largest franchisor of automobile collision repair shops in North America.

### JSI Store Fixtures



Manufacturer of store fixtures for the supermarket industry.

### Earth Tool



Manufacturer of trenchless digging equipment used to replace underground pipes under the Hammerhead, Mole and Tri-Hawk brand names.

### Freeman Beauty



Designer and marketer of trend-forward, value-priced skin and hair care products sold through the mass retail, drug and specialty channels.

### Ohio Medical



Global supplier of suction and oxygen therapy products including vacuum regulators, flow meters, fittings and ancillary products for the healthcare industry.

### Elrod



Elrod manufactures and engineers stadium seating and SAFER wall energy absorption systems for racetracks.

## Additional Realized Investments

### Badanco Enterprises



Designer and marketer of upscale proprietary and licensed luggage, including Polo, Liz Claiborne, Diane von Furstenberg, Pierre Cardin and Ventura.

### Bergensons



National provider of janitorial services to the retail and grocery industries.

### Gammill



Designer and marketer of longarm quilting machines for quilting enthusiasts.

### Option One Home Medical



Provider of home medical and oxygen therapy equipment in the Southern California market.

### Clarity Imaging



Manufacturer of patented double yield laser toner cartridges under the PageMax® brand.