

# GRANDVIEW | PARTNERS

Grandview Partners is a private investment firm affiliated with Copper Run that makes direct co-investments alongside leading private equity firms in middle market businesses.

## INVESTMENT CRITERIA

Our ideal transaction profile is an investment alongside a private equity firm uniquely suited to be the lead investor in a business led by an experienced management team with a history of earnings growth.

- **EBITDA:** \$3 million to \$30 million
- **Structures:**
  - Buyouts / Majority recapitalizations
  - Minority recapitalizations
  - Mid-life transactions (investments in existing portfolio companies)
  - Common or preferred equity
- **Investment Size:** \$1 million to \$3 million
- **Avoid:**
  - Unprofitable businesses (startups, turnarounds)
  - Energy-related businesses
  - Real estate, restaurants, retail

## INDUSTRY FOCUS



### Industrials

- Niche manufacturing
- Industrial technology & services
- Infrastructure services
- Environmental & waste services
- Distribution & logistics



### Services

- Commercial & residential services
- IT services
- Human capital management
- Enterprise software



### Healthcare

- Outsourced services
- Technology-enabled services
- Provider services
- Behavioral health
- Post-acute care

## ABOUT GRANDVIEW PARTNERS

Grandview Partners makes equity co-investments of \$1 million to \$3 million alongside leading private equity firms in middle market businesses across a range of industries.

Grandview Partners was formed in 2022 in partnership with Copper Run, a middle market investment bank providing buy-side and sell-side M&A advisory on deals between \$10 million and \$250 million.

## WHY GRANDVIEW

- Responsive, **transparent investment process**
- **Efficient and flexible** with respect to transaction timing and structure
- Investment team with meaningful **direct private equity investing experience**
- Copper Run affiliation provides **access to quality deal flow** through highly active sell-side and buy-side investment banking business
- **Broad LP executive network** can serve in a board or advisory capacity post-closing (board governance or observation rights not required)
- Ability to make **LP fund commitments** on a select basis

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## PORTFOLIO SUMMARY

### DIRECT PORTFOLIO



Full-service provider of hydro excavation trucks ("hydrovacs") and ancillary equipment to industrial, utility, construction, and municipal service providers

Investment date: April 2024



Leading consolidator and provider of collision repair services in the Midwest and Mid-Atlantic.

Investment date: January 2024



Franchisee of Precision Door Service, a provider of residential garage door repair, maintenance, and installation services.

Investment date: November 2023



Manufacturer of customized safety and access solutions used in a wide variety of industrial applications.

Investment date: September 2023



Importer and distributor of high-grade quartz and natural stone used in residential and commercial construction & remodel projects.

Investment date: September 2023



One of the largest providers of waste transfer station management and long-distance hauling services in the Southeast.

Investment date: May 2023



Leading provider of pavement maintenance and repair services to the commercial end market throughout southern Michigan.

Investment date: February 2023



Manufacturer of branded compressed air tools and accessories for MRO and industrial settings.

Investment date: December 2022

### FUND PORTFOLIO



### COPPER RUN

Headquartered in the heartland, Copper Run is a different kind of investment bank. The firm focuses exclusively on middle market transactions, providing buy-side and sell-side M&A advisory on deals between \$10 million and \$250 million. Copper Run prides itself on delivering Wall Street execution for its clients while remaining grounded in solid Midwestern values. Clients include top-tier private equity firms, sponsor-backed companies, and middle market businesses.

