

CASCADIA

CAPITAL LLC

Cascadia Private Capital. **The Investment Partner of Choice.**

The Choice Is Yours

You have built a great business. But now you have decided it's time to sell. Or take some chips off the table. Or maybe you're not done just yet and instead you're looking for capital to fund internal growth or acquisitions. Because you have built a great business, you have options.

The Challenge

You have been focused on running and building your business – a 24/7 job in today's world. Bringing in an investment partner is not an easy or everyday event. Get it right and everyone is happy. Get it wrong and the damage cannot be reversed.

Considerations

Value. Taxes. Family. Estate. Employees. Legacy. Brand. Community. Growth partner. Governance. Terms. Diversification.

The Solution

Bringing the **Right Capital** into the **Right Structure** at the **Right Time**.

The Cascadia Difference

OUR APPROACH

First we listen to you. Then we work closely with you to devise a solution that meets your objectives. We don't try to fit you into pre-determined fund constraints. Instead, we custom design an investment that aligns interests and achieves your goals.

EXPERTISE, EXPERIENCE & TRACK RECORD

We have many years of experience in operating, investing and advising businesses and their owners. We have corporate development and c-suite operational experience at leading privately-held companies in the Northwest. We have invested on behalf of leading Pacific Northwest families. Our backgrounds include successful early careers in investment banking and private equity.

OUR CAPITAL

Our capital is sourced from Family Offices, high net worth investors, and other capital pools that have longer-term investment horizons and are structurally very flexible. Our investors have built and owned great businesses and have a unique appreciation for what you have built.

THE CASCADIA PLATFORM

When you partner with us you partner with the entire firm including 17 managing directors that cover a range of industries. We leverage our deep industry expertise and strong relationships with lenders, investors, and service providers.

WE ARE PASSIONATE ABOUT THE PNW

We are a part of Cascadia Capital which is the leading investment bank in the Pacific Northwest. We are passionate about partnering with PNW businesses and owners. We are committed to the region and are in it for the long haul. Our ties to the West Coast run deep.

Private Capital. Flexible Capital.

- Owner(s) seeking to sell control
- Growth Capital investments
- Minority Stakes
- Partial liquidity
- Working with family-held businesses to effect generational transition
- Backing managers seeking to purchase control from exiting owner(s)
- Buying out shareholders who are seeking an exit
- Flexible with regard to structure in order to minimize tax impact on seller(s)
- Partnering with other like-minded investors and investment groups
- Capable of investing in hybrid securities to meet specific deal requirements

Investment Criteria

Our investment approach results in custom tailored solutions that are long-term and flexible. We are looking to invest in businesses with one or more of the following characteristics:

SIZE

- \$3 - \$25 million EBITDA (with prudent leverage potential)
- \$5- \$50 million equity check

GEOGRAPHY

- Prefer companies headquartered in the Pacific Northwest and Alaska

BUSINESS ATTRIBUTES

- Established, cash-flowing businesses with an operating history and legacy
- Strong demonstrable growth trends (driven by demographics, superior product/service, etc.)
- Potential for growth from further investment or add-on acquisitions
- Some differentiating aspect (e.g. brand, defensible position, customer base, engineering, unique-niche, etc.)

REPRESENTATIVE SECTORS

- Aerospace
- Branded Consumer Goods
- Business Services
- Environmental Services
- Food & Agribusiness
- Industrial Services
- Insurance & Financial Services
- Maritime Services
- Marketing & Advertising Services
- Niche Manufacturing
- Senior Living / Eldercare
- Transportation & Logistics
- Wellness

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