

# 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

We listen to you first and then work closely 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 over 75 years of combined experience investing in and advising businesses and owners. We have overseen more than \$4 billion of invested capital in more than 40 businesses. We have invested on behalf of leading global families and spent our early careers at Morgan Stanley and Lehman Brothers in New York and London, in both investment banking and merchant banking.

### OUR CAPITAL

Our capital is sourced from Family Offices and other 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. We leverage our deep industry expertise and strong relationships with lenders and investors.

### WE ARE PASSIONATE ABOUT THE PNW

We are PNW natives. We founded Cascadia in Seattle so that the PNW would have a world class investment bank of its own. We are passionate about partnering with PNW businesses and owners. We are committed to the region and are in it for the long haul.

# 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

## 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 potential to be prudently leveraged
- \$10 – \$75 million equity check

### GEOGRAPHY

- Prefer companies headquartered in the Pacific Northwest

### BUSINESS ATTRIBUTES

- Established, cash-flowing businesses with an operating history
- 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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