

# SALEM

---

## INVESTMENT PARTNERS

Salem Investment Partners manages a family of funds totaling over \$500 million. We specialize in debt and equity investments in middle market businesses. Salem has invested in over 150 companies in a variety of industries, excluding commercial real estate.

### USE OF CAPITAL

- Organic growth
- Recapitalization
- Acquisitions
- Management buyouts
- Capital expenditures
- Debt restructuring

### INVESTMENT CRITERIA

- Min revenue \$10 million
- Min EBITDA \$1 million
- Ownership with at-risk capital
- Experienced and invested management team
- Focused on the Southeast and Midwest

### INDUSTRY EXPERIENCE

- Business services
- Light manufacturing
- Industrial distribution
- Consumer products
- Healthcare services
- Information technology

#### Phil Martin

Partner  
pmartin@salemip.com

#### Kevin Jessup

Partner  
kjessup@salemip.com

#### David Faris

Partner  
dfaris@salemip.com

#### Brad Morton

Partner  
bmorton@salemip.com

#### Logan Trotter

Principal  
ltrotter@salemip.com

#### Max Greer

Principal  
mgreer@salemip.com

#### John Stanier

Principal  
jstanier@salemip.com

#### Patrick Kenna

Vice President  
pkenna@salemip.com

#### Brandon Reiber

Senior Associate  
breiber@salemip.com

#### Carter Jessup

Senior Associate  
cjessup@salemip.com

#### Joe Sternberg

Senior Associate  
jsternberg@salemip.com

#### Robert Broadway

Associate  
rbroadway@salemip.com

# SELECT INVESTMENTS



## Nixon Power Services

April 2014 | Nashville, TN | Recapitalization  
Power generation equipment and service



## DeWayne's Quality Metal Coatings

July 2015 | Lexington, KY | Recapitalization  
Metal finishing services



## Tiff's Treats

June 2019 | Austin, TX | Growth  
Warm cookie delivery



## Ecotone

June 2021 | Forest Hill, MD | Buyout  
Ecological restoration services



## Haberfeld

June 2021 | Lincoln, NE | Recapitalization  
Digital marketing services, consulting & training



## Semify

Dec 2021 | Rochester, NY | Buyout  
SEO, SEO content and backlink services



## Brown & Miller Racing Solutions

June 2022 | Concord, NC | Buyout  
Fluid transfer hoses and fittings for high performance engines



## Colorado Industrial Packaging

Aug 2022 | Colorado Springs, CO | Buyout  
Value-add packaging solutions



## AGS Automotive Solutions

Oct 2022 | Muskegon, MI | Acquisition  
Aftermarket brake lines and auto parts



## CM Industries

June 2023 | Lake Zurich, IL | Buyout  
High-quality welding components



## ShopSabre

June 2023 | Lakeville, MN | Recapitalization  
CNC routers and plasma tables



## Gautier Steel

July 2023 | Johnstown, PA | Buyout  
Rolled steel bar and specialty steel plates



## Jurassic Quest

July 2023 | Spring, TX | Recapitalization  
Educational, interactive dinosaur events



## Peacock Pavers

July 2023 | Atmore, AL | Buyout  
High-end, architectural concrete pavers



## Ark Therapeutics

Oct 2023 | Columbia, SC | Buyout  
Speech therapy tools



## Kosmos Q

Nov 2023 | Tuttle, OK | Buyout  
Premium BBQ rubs, sauces and glazes



## Special T

Nov 2023 | Alpharetta, GA | Growth  
High-quality commercial office tables



## iFranchise Group

Dec 2023 | Munster, IN | Buyout  
Franchise consulting services



## Ray Allen

May 2024 | Colorado Springs, CO | Buyout  
Tactical canine training equipment



## Salisbury Moore

June 2024 | Raleigh, NC | Buyout  
General Contractor - hotel renovation & rebranding projects



## The Virginia Food Group

Oct 2024 | Wakefield, VA | Buyout  
Manufacturer, marketer, and distributor of premium peanuts and snack mixes



## ERC Broadband

Nov 2024 | Asheville, NC | Recapitalization  
Regional fiber optic network providing high speed internet services