



### Investment Criteria:

Geography: U.S. East of the Rockies

\* Strong interest in "Rust Belt" states

EBITDA: \$2 to \$7 Million

EBITDA Margin: Greater than 10%

Enterprise Value: \$10 to \$50 Million

Investment Size: \$5 to \$20 Million

Hold Period: Long-Term Investment Horizon

\* We do not invest in early stage companies, turnaround or distressed situations, financial services, or real estate

### Industry Focus:

- Niche Manufacturing
- Value-Added Distribution
- Business Services
- Food

### Company Characteristics:

- Committed management team
- Identifiable growth opportunities
- Solid long-term industry fundamentals
- Differentiated product or service
- Diversified customer base
- Platform for future acquisitions

### Transaction Types:

- Entrepreneur/family-owned succession transactions
- Leveraged buyouts (LBO'S)
- Management buyouts (MBO'S)
- Recapitalizations
- Corporate divestitures

**Our team partners with business owners, management teams, and their advisors to create shared and sustainable long-term value**

### Who We Are

Tecum Equity is a Pittsburgh, Pennsylvania based family office with committed capital that was formed to invest in lower middle market businesses within the industrial, manufacturing, distribution, and food sectors. As a family office, we have no investment horizon and take a long term, controlled approach to building sustainable value in the businesses we acquire.

### Experienced Investors with Committed Capital

Our family office platform is backed by committed capital from a local entrepreneur that built and successfully grew his industrial business through decades of "old-fashioned American work ethic and ingenuity". He now employs over 1,000 people and has grown his business to become one of the largest privately held companies in Western Pennsylvania.

With a core philosophy predicated upon investing in great people, Tecum is seeking opportunities to partner with motivated management teams and business owners, with the ultimate goal of building lasting partnerships and delivering best-in-class products and services. As such, we seek business owners that value legacy preservation and a good fundamental investment partner.

### The Tecum Difference

We seek to function as a value-added resource to the incumbent management teams of our portfolio companies. While we empower these management teams to execute a business plan, Tecum and its network of executives and industry experts provide oversight in the areas of strategic planning, business and financial management, operational improvements, add-on acquisitions, and growth financing. With a long-term investment approach we are able to more patiently solve problems and issues without the restrictions of a limited term fund.

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## **Business Overview**

Gibraltar is the leading provider of high tension cable barrier systems designed to contain and redirect errant vehicles from road hazards and reduce cross-median collisions. The system is patent protected and fully certified for use by the Federal Highway Safety Administration. The company has installations in virtually every state in the United States and on 3 continents.

## **Situation Overview**

Tecum Capital partnered with an independent sponsor to acquire Gibraltar Cable Barrier Systems, a division of Gibraltar Materials. The investment thesis is to further expand installations while expanding product offering to include additional highway safety products.

\* *Currently seeking add-on investments*



## **Business Overview**

Founded in 1861, Pittsburgh Brewing is one of America's oldest brewing companies. The company's products include Iron City, I.C. Light, I.C. Light Mango, Old German, American, American Light, and a line of Block House beers, with production at more than 100,000 barrels per year.

## **Situation Overview**

Tecum supported a Family Office to acquire the business from a private equity group based in New York. The investment thesis is to re-invest in the company wholesaler network, and sponsorship partners in order to reinvigorate the existing brands in addition to launching new products and flavors.

## **Business Overview**

Founded in 2005, The Erosion Company has 40+ crews and is one of the largest erosion control service providers on the East Coast and the definitive leader in the Atlanta Metro area. The company serves large regional and national homebuilders, as well as regional land developers in the Southeastern U.S. serving the residential, commercial, and infrastructure end markets.

## **Situation Overview**

Tecum partnered with management to acquire the business in order to support the next phase of growth. The investment thesis is to leverage the strong housing fundamentals in the Southeast and positive trends around erosion control, while consolidating the market through add-on acquisitions.

\* *Currently seeking add-on investments*

