

## We Don't Expect Perfection. Only Potential.

Pre-middle market companies are at a critical spot in their development; entrepreneurial in spirit yet ready for a partner to help them chart their next path. That's been Prospect Partners' sweet spot for more than 25 years.

We seek out businesses that have what it takes: leadership in their specific industry, plus management that's as ready to collaborate as we are. In fact, no one has more experience generating exceptional outcomes for pre-middle market companies than Prospect Partners.



**25+** YEARS OF HISTORY    **180+** TRANSACTIONS    **55+** PLATFORMS BUILT    **\$225M** FUND V

## Target Platform Characteristics

Entrepreneurially Led / Founder-Owned

Aligned Incentives / Strong Rollover Opportunity

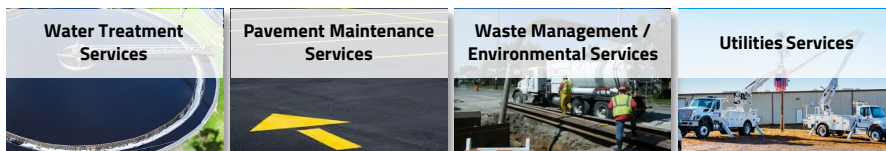
High Growth Potential Leveraging Existing Market Position

Value Creation Opportunity Through Entrepreneur Support System

Niche or Fragmented Markets with Strong Tailwinds

Opportunity to Grow via M&A

## Current Sectors of Interest



## Team

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## Criteria

**EBITDA:** \$3 million to \$10 million

**Revenue:** \$15 million to \$100 million

**Control:** Majority

**Industries:** Specialty Services, Niche Manufacturing, Value-Added Distribution, Food & Beverage

## Entrepreneur Support System

We work closely with management teams, seek collaboration and know trust must be earned every day. We bring a hands-on approach that is tailored for the challenges and opportunities facing small companies today.

- Accelerate Growth Initiatives and Develop Replicable Playbook
- Implement Robust Strategic Plans
- Guide Infrastructure Building and Improved Governance
- Augment Management Teams

## Active Portfolio Companies

**+**



Complete Home Services is a leading provider of comprehensive home services – including HVAC, electric, and other services – operating under the Neighborly® family of brands.

*Mid-South (AL, KY, TN)*

**+**



Extera Building Solutions is a leading commercial exterior facilities services platform providing roofing, masonry, and a range of other services

*Walton Hills, OH*

**+**



CCS is a leading provider of technology-enabled outsourced virtual receptionist and inbound communication customer service solutions

*Minnetonka, MN*


**+**



Entech is a leading managed technology and cybersecurity services provider offering a full suite of IT solutions

*Fort Myers, FL*


**+**



Blackwood is a leading utility services provider offering specialty transportation, logistics, recycling and disposal services

*Bloomington, IN*

**+**



ProClip is a leading value-added designer and distributor of mounting solutions for commercial and consumer electronic devices

*Madison, WI*

**+**



QMI is a leading manufacturer of physical security and protection products for commercial and residential applications

*Itasca, IL*


**+**



Wedgewood is a leading full-service provider of wedding and banquet services

*Temecula, CA*  
**Recapitalized:** June 2025

**+**



Cyclonaire is a leading manufacturer of custom-engineered and manufactured pneumatic conveying systems for the transfer of dry bulk materials

*York, NE*

**+** Actively Seeking Add-On Acquisitions

## Recent Exited Portfolio Companies




All Glass & Windows is a leading specialty distributor and installer of impact windows for remove & replace remodelers, home builders, and general contractors

**Exit Date:** March 2025



Bland Landscaping is a leading full-service providers of landscape design, installation, enhancement, and maintenance services for commercial properties

**Exit Date:** November 2024



Central States HVAC is a leading HVAC distribution and services platform focused on providing commercial customers with top quality, turnkey products and services

**Exit Date:** October 2024