

# A Proven Partner for Growth

Who We Are: Founded in 1997, Prairie Capital is a private equity firm focused on guiding high-potential, founder-owned companies on the journey to becoming scalable platforms prepared for accelerated growth.

Our Approach: Prairie's time-honored approach includes unwavering values, reliable partnership, and deep experience. We appreciate the journey as much as the result. We like to have fun and win together.

\$450M

**Fund VII** 

100 +

**Platform Investments** 

Committed Capital

Year Track Record

## Strategy

We collaborate to build scalable platform companies capable of accelerating growth and maximizing opportunity.

- Partnership with talented business owners and management teams
- Growth buyout transactions
  Seek to be the company's first private equity investor
  - · Control equity investments
  - · Opportunity to scale

# **Industry Expertise**

Prairie is a multi-sector investor with dedicated industry teams that leverage lessons learned from decades of private equity investing experience.



Business Services



Consumer









Technology

# Company Building Initiatives

Prairie provides the experience, framework, resources and thought partnership required to build scalable platform companies.

- Human Capital
- Sales & Marketing
- Technology
- Infrastructure
- New Products & Services
- Supply Chain
- Add-On Acquisitions

# \$30M-\$125M+

Revenue

# \$4M-\$15M+

**EBITDA** 

\$25M-\$45M+

Per Investment

US-Based

Headquarters

# Value Creation Framework

Prairie's S3 Framework produces growth strategies with clear objectives supported by capable management teams, and sustained by strong organizational cultures.



### Strategy

Management and Prairie work in close collaboration to create a strategic plan designed to produce actionable growth objectives.

## Structure

Prairie guides management through a detailed process to create an organizational structure necessary to achieve the strategic plan, including a roadmap with milestones to get there.

### Synergy

Prairie provides resources and support that help management prioritize communication, navigate change, and improve effectiveness, while nurturing the company's culture.



## **Fund VII**



#### Kashi Clinical Laboratories

Location: Portland, OR Industry: Healthcare Status: Current

Conscious Discipline

Location: Oviedo, FL

Industry: Education

Status: Current

Clinical laboratory offering genomic, transplant, and diagnostic solutions

**Conscious** Discipline®

Provider of social emotional learning

solutions to early childcare providers



#### Blue Alliance

Location: Cincinnati, OH Industry: Business Services

Status: Current

Provider of outsourced managed IT services in a variety of industry

verticals



## Star Autism Support

Location: Beaverton, OR Industry: Education, Technology Status: Current

Provider of digital curriculum and training for students with developmental disabilities



#### Lief Labs

Location: Valencia, CA Industry: Consumer, Healthcare

Status: Current

Formulator, product developer, and manufacturer for the vitamin, mineral, and

supplement industry



### **Royal Distribution**

Location: Ontario, CA Industry: Consumer Status: Current

Omni channel retailer of aftermarket parts, accessories, and gear to the

powersports market



#### Sgt. Clean Car Wash

Location: Uniontown, OH Industry: Consumer Status: Current

Premier operator of express car washes in Northeast Ohio

## **Fund VI**



## P1 Dental

Location: Indianapolis, IN Industry: Healthcare Status: Current

Dental Partnership Organization (DPO) located in the Midwest

Provider of in-home hospice services

HOSPICE

LEGACY

Legacy Hospice

Location: Mobile, AL

Industry: Healthcare

Status: Exited

in rural markets



Location: Manhattan, NY

Importer of specialty foods including

cheese, nuts, and other gourmet

Industry: Consumer

Status: Current

products

# Upshop

Location: Tampa, FL Industry: Technology Status: Exited

Total store operation SaaS platform provider to grocery and convenience



#### **Netalytics**

Location: Greer, SC Industry: Technology Status: Exited

Provider of EMR and practice management solutions for substance

abuse market



#### Fairway Lawns

Location: Little Rock, AR Industry: Consumer Status: Exited

Provider of residential lawn treatment

and pest control services



### Alpha

Location: Houston, TX Industry: Industrial Growth

Status: Exited

Manufacturer of analytical sensors, electrodes, and chemical solutions used



## Family Allergy and Asthma

Location: Louisville, KY Industry: Healthcare Status: Current

Provider of allergy, asthma, and immunology diagnosis and treatment



## Foss Swim School

Location: Eden Prarie, MN Industry: Consumer Status: Current

Provider of learn-to-swim programs for children of all ages and skill levels



## Right At School

Location: Evanston, IL Industry: Education Status: Exited

Provider of distinctive before and after school enrichment programs



#### Architectural Lighting Works

Location: Oakland, CA Industry: Industrial Growth Status: Exited

Designer and manufacturer of LED architectural lighting products



BOTEBOARD.COM

# **BOTE**

Location: Destin, FL Industry: Consumer Status: Exited

Provider of branded stand-up paddle boards and related outdoor lifestyle

products