



## OUR EXPERTISE IS SCALING COMPANIES. OUR VALUES GUIDE THE JOURNEY.

1997 Founded  
6 Funds  
\$350M Fund VI  
90+ Platform Companies  
\$900M+ of Invested Capital

We deeply understand the challenges and opportunities with lower middle market companies. We've spent decades collaborating with business owners and management teams to scale companies. We work as a thought and capital partner, providing the resources and guidance necessary to enable companies to accelerate growth and thrive.

How we get there is as important as the end result. Our style of partnership is borne out of a cohesive culture, unwavering ethics and an abiding sense of stewardship.

### OUR STRATEGY

- Growth buyout transactions
- Partnership with talented business owners and management teams
- Seek to be the company's first private equity investor
- Control equity investments
- We are not engaged in day-to-day operations

### OUR VALUE-ADD

Our value-add is working with owners to prioritize and execute the necessary company-building investments required to scale the enterprise.

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

### OUR SENIOR TEAM

**Tony Danielak**, Vice President  
**Bryan Daniels**, Founding Partner  
**Nate Good**, Partner  
**Patrick Jensen**, Partner  
**Chris Killackey**, Partner  
**Steve King**, Founding Partner  
**D.J. Lipke**, Vice President  
**Sean McNally**, Partner  
**Darren Snyder**, Partner  
**Jeff Vranek**, Vice President

**\$20M-\$100M**  
REVENUE

**\$4M-\$12M**  
EBITDA

**\$15M-\$35M**  
PER INVESTMENT

### COMPANY ATTRIBUTES

- Healthy culture
- Growing primary demand for products and services
- Identifiable organic growth opportunities
- Value creation opportunities via company-building investments
- Compelling value propositions yielding attractive profit margins
- Track record of healthy growth and profitability

### INDUSTRY FOCUS

- We have expertise within the following sectors:



BUSINESS SERVICES



CONSUMER



EDUCATION



HEALTHCARE



INDUSTRIAL





















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## OUR INVESTMENTS

Prairie Capital, in partnership with talented company founders and management teams, makes control equity investments in successful, growth-oriented, lower middle market companies.

<p><b>CURRENT</b></p>  <p><b>FUND VI</b> LOUISVILLE, KY</p> <p>Provider of allergy, asthma and immunology diagnosis and treatment <b>Industry:</b> Healthcare</p>	<p><b>CURRENT</b></p>  <p><b>FUND VI</b> EDEN PRAIRIE, MN</p> <p>Provider of learn-to-swim programs for children of all ages and skill levels <b>Industry:</b> Consumer, Education</p>	<p><b>CURRENT</b></p>  <p><b>FUND VI</b> EVANSTON, IL</p> <p>Provider of distinctive enrichment programs in the before and after markets <b>Industry:</b> Education</p>	<p><b>CURRENT</b></p>  <p><b>FUND VI</b> OAKLAND, CA</p> <p>Designer and manufacturer of LED architectural lighting products <b>Industry:</b> Industrial</p>	<p><b>CURRENT</b></p>  <p><b>FUND VI</b> DESTIN, FL</p> <p>Producer of branded stand-up paddle boards and related lifestyle activities <b>Industry:</b> Consumer</p>
<p><b>EXITED</b></p>  <p><b>FUND V</b> FORSYTHE, MO</p> <p>FDA-compliant manufacturer of specialty enzymes and digestive health products <b>Industry:</b> Consumer, Healthcare</p>	<p><b>CURRENT</b></p>  <p><b>FUND V</b> DUBLIN, OH</p> <p>Integrated third party administrator of vehicle service contracts (VSCs) and related products <b>Industry:</b> Business Services</p>	<p><b>CURRENT</b></p>  <p><b>FUND V</b> RALEIGH, NC</p> <p>Multi-discipline engineering firm, primarily focused on servicing existing telecommunication towers <b>Industry:</b> Business Services</p>	<p><b>CURRENT</b></p>  <p><b>FUND V</b> SOUTHAVEN, MS</p> <p>Designs and markets home décor products, including lighting, wall decor and decorative furniture <b>Industry:</b> Consumer</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> AKRON, OH</p> <p>Leading provider of point of sale software and related products to the conveyORIZED car wash industry <b>Industry:</b> Business Services</p>
<p><b>EXITED</b></p>  <p><b>FUND V</b> LA MIRADA, CA</p> <p>Manufacturer of custom, highly-engineered infrastructure solutions for the data center market <b>Industry:</b> Industrial</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> NAPLES, FL</p> <p>Provider of dermatology and cosmetic services in Southwest Florida <b>Industry:</b> Healthcare</p>	<p><b>CURRENT</b></p>  <p><b>FUND V</b> CARROLLTON, TX</p> <p>FDA compliant developer, manufacturer, and marketer of clinically-proven skin and wound care products <b>Industry:</b> Consumer, Healthcare</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> CARROLLTON, TX</p> <p>The number one physician-dispensed sun care brand in the U.S. (A former subsidiary of Swiss-American) <b>Industry:</b> Consumer, Healthcare</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> CHICAGO, IL</p> <p>The holding company for Teacher Match, LLC and eSchool Solutions, LLC <b>Industry:</b> Education</p>
<p><b>CURRENT</b></p>  <p><b>FUND V</b> SOUTH HOLLAND, IL</p> <p>Platform company comprised of Industrial Specialty Chemicals and DMP Corp <b>Industry:</b> Industrial</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> NORTH TAZEWELL, VA</p> <p>Developer and manufacturer of communication products for mining and tunneling <b>Industry:</b> Industrial, Business Services</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> CERRITOS, CA</p> <p>FDA-compliant manufacturer and distributor of specialty softgel formulations in the nutraceutical sector <b>Industry:</b> Healthcare</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> GREENSBORO, NC</p> <p>Repairs surgical instruments for hospitals and surgery centers nationwide <b>Industry:</b> Business Services, Healthcare</p>	<p><b>EXITED</b></p>  <p><b>FUND V</b> AUBURN, IN</p> <p>Manufacturer and distributor of specialty stationery and related products to funeral homes <b>Industry:</b> Business Services, Consumer</p>