



HEARTWOOD
PARTNERS

HEARTWOOD PARTNERS PORTFOLIO ADD-ON CRITERIA:

- EBITDA should be \$500K or higher.
- Specific areas of focus are listed below for each portfolio company.

HEARTWOOD PARTNERS INVESTMENTS	ACQUISITION CRITERIA	COMPLETED ACQUISITIONS
	<ul style="list-style-type: none"> • Full-service providers of electrical, mechanical, and/or plumbing services operating primarily in the Southeastern U.S. • Target end-markets include commercial and infrastructure, healthcare and education Visit Website	
	<ul style="list-style-type: none"> • Manufacturers or distributors of accessories and tools used in CNC machining Visit Website	
	<ul style="list-style-type: none"> • Value-add distributors of premium meat products to “high-end” foodservice customers Visit Website	
	<ul style="list-style-type: none"> • Suppliers of native and wildflower seeds used in reclamation, erosion control and cover crop applications • Distributors of erosion control products Visit Website	
	<ul style="list-style-type: none"> • Contract manufacturers of nutraceuticals Visit Website	
	<ul style="list-style-type: none"> • RCRA Part B permitted facilities • Specialty waste processing facilities including medical waste and wastewater Visit Website	
	<ul style="list-style-type: none"> • Manufacturers of pre-fabricated modular building products focused on the inside of building structures • Target end markets include healthcare, self-storage, railway storage, datacenters, among others Visit Website	

Please contact John Willert and John Newman with investment or add-on opportunities:

John Willert

John Newman

jwillert@heartwoodpartners.com

jnewman@heartwoodpartners.com

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	<ul style="list-style-type: none"> • Converters/printers of labels, folding cartons, and shrink sleeves • Particular focus on food & beverage, wine & spirits, health & beauty, and consumer end markets Visit Website	 
	<ul style="list-style-type: none"> • Producers of sod or seed in the southeastern United States • Providers of adjacent lawn and landscape products Visit Website	 Frog Pond Turf Grass Source, Inc. All Green Outdoor Center
	<ul style="list-style-type: none"> • Manufacturers of cleaning chemicals and products for medical, manufacturing, aerospace & defense, fiber optics, and electronics industry Visit Website	 
	<ul style="list-style-type: none"> • Manufacturers/converters of sealing and thermal solutions for the medical, electric vehicle, LED lighting, HVAC, aerospace & defense, food service equipment, or other end-markets Visit Website	   
	<ul style="list-style-type: none"> • Producers of chemical additives used in paper, corrugating and packaging manufacturing markets • Producers of colorants, additives and dispersions for the paper, mulch and asphalt markets Visit Website	   Kemira's Colorants & Dye Business
	<ul style="list-style-type: none"> • Manufacturers or distributors of products primarily used in cutting, joining, or fastening applications across the architectural materials, picture framing, signage and glass Visit Website	 Hanging Hardware Systems 
	<ul style="list-style-type: none"> • Manufacturers / converters of high temperature plastics for food, consumer and industrial applications Visit Website	FLAVORSEAL  [Exited]
	<ul style="list-style-type: none"> • Manufacturers of high-end custom furniture, serving either the residential or contract markets Visit Website	   Direction Furniture

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