



# HARREN EQUITY PARTNERS

<b>Platform Revenue</b>	\$20 million - \$200 million
<b>Platform EBITDA</b>	\$5 million - \$30 million
<b>Add-Ons</b>	No size minimum
<b>Distressed</b>	EBITDA > \$5 million at some point in the past
<b>Control</b>	Majority preferred
<b>Industry Focus</b>	Aerospace and Defense, Building Products, Business Services, Consumer Products, Energy Services, General Industrial, Healthcare Services and Specialty Distribution
<b>Geography</b>	United States and Canada



## THE HARREN DIFFERENCE

### **Stability**

Our partners have collectively managed the firm since Fund I; some have worked together even longer.

### **Partnership**

We believe in alignment of interests at all levels by employing straight forward capital structures. Harren invests in the same common equity as management.

### **Focus**

Harren's unique approach centers on operational excellence and insightful strategic analysis, rather than financial engineering. Our careers have been dedicated to partnering with management teams to develop world-class organizations in the lower middle market.

### **Experience**

Harren's professionals have worked with companies facing a variety of strategic opportunities and challenges. Our investment professionals boast over 100 years of combined private equity investment and operating experience.

### **Operational Support**

Harren professionals are involved through significant project-oriented on-site support. Harren's support on a strategic or project-level basis allows the company's senior-level management to focus their time and attention on running the business.

### **Certainty**

We manage the transaction process to ensure certainty of closing. Our fund credit line allows us flexibility to close quickly without third party financing.

## ABOUT HARREN

**Harren Equity Partners is a private equity firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships.** Harren's strategy is to create long-term value by improving operational performance, providing in-depth strategic analysis, and executing a plan in partnership with portfolio company executives. Harren professionals take time to learn the business from the beginning of our investment process, develop and implement a strategic business plan, and support management with the increasingly complicated decisions associated with growing a business.

**Founded: 2000**

**Cumulative Funds Raised: >\$500mm**

**Fund III (2013): \$275mm**

**Thomas A. Carver**  
*Managing Partner*  
tac@harrenequity.com

**Lee J. Monahan**  
*Partner*  
leem@harrenequity.com

**Jonathan E. Earnhardt**  
*Partner*  
jee@harrenequity.com

**C. Taylor Cole, Jr.**  
*Partner*  
tcole@harrenequity.com

**George McCabe**  
*MD, Business Development*  
gmccabe@harrenequity.com



# HARREN EQUITY PARTNERS

Portfolio Company	Industry	Fund	Status	Seeking Add-On
<b>Plastic Fabricating Company</b>	Aerospace & Defense	Prior Firm	Realized	
<b>Vaupell Industrial Plastics</b>	Aerospace & Defense	Prior Firm	Realized	
<b>Woven Electronics</b>	Aerospace & Defense	Fund I	Realized	
<b>Auction Finance Group</b>	Business Services - Automotive	Prior Firm	Realized	
<b>Milliken &amp; Michaels</b>	Business Services - Collections	Prior Firm	Realized	
<b>Sysdome</b>	Business Services - Fraud Detection	Prior Firm	Realized	
<b>Med-Legal</b>	Business Services - Litigation Support	Fund II	Current	✓
<b>Appro Systems</b>	Business Services - Transaction Processing	Prior Firm	Realized	
<b>Circa Corporation</b>	Consumer Products	Fund III	Current	✓
<b>Precise International</b>	Consumer Products	Prior Firm	Realized	
<b>Marianna Industries</b>	Consumer Products - Health & Beauty	Fund II	Current	✓
<b>Virginia Candle Company</b>	Consumer Products - Household Goods	Fund I	Realized	
<b>SimplyShe</b>	Consumer Products - Pet	Fund II	Current	✓
<b>Texas DAR Enterprises</b>	Distribution - Automotive	Fund I	Realized	
<b>Virginia Tile Co.</b>	Distribution - Building Products	Fund III	Current	✓
<b>Hilden America</b>	Distribution - Hospitality	Prior Firm	Realized	
<b>Keystone Drill Services</b>	Energy Equipment	Fund II	Realized	
<b>Stockdale Mine Supply</b>	Energy Equipment	Fund II	Realized	
<b>ARKLATEX Energy Services</b>	Energy Services	Fund II	Current	
<b>Austin Sales</b>	Energy Services	Fund I	Realized	
<b>Energy Fishing &amp; Rental Services</b>	Energy Services	Fund II	Current	
<b>Professional Directional</b>	Energy Services	Fund II	Realized	
<b>Spartan Energy Services</b>	Energy Services	Fund II	Current	
<b>Virginia Drilling Co.</b>	Energy Services	Fund I	Realized	
<b>Camelot Schools</b>	Healthcare Services	Prior Firm	Realized	
<b>Chamberlin Edmonds &amp; Associates</b>	Healthcare Services	Prior Firm	Realized	
<b>Cross Country Healthcare</b>	Healthcare Services	Prior Firm	Realized	
<b>MP TotalCare</b>	Healthcare Services	Prior Firm	Realized	
<b>Persante Health Care</b>	Healthcare Services	Fund II	Current	✓
<b>Upstream Rehabilitation</b>	Healthcare Services	Prior Firm	Realized	
<b>Carlisle Wide Plank Floors</b>	Industrial - Building Products	Fund II	Realized	
<b>Connor AGA Sports Flooring</b>	Industrial - Building Products	Prior Firm	Realized	
<b>Precision Architectural</b>	Industrial - Building Products	Fund I	Realized	
<b>Republic National Cabinet Co.</b>	Industrial - Building Products	Prior Firm	Realized	
<b>Air Logic Power Systems</b>	Industrial - Equipment	Prior Firm	Realized	
<b>Automation Tool Companies</b>	Industrial - Equipment	Prior Firm	Realized	
<b>Drew Foam Company</b>	Industrial - Packaging	Prior Firm	Realized	
<b>Huskie Tools</b>	Industrial - Tools	Fund II	Realized	
<b>CrossGlobe Logistics</b>	Transportation & Logistics	Prior Firm	Realized	



# HARREN EQUITY PARTNERS - HEALTHCARE OVERVIEW

<b>Platform Revenue</b>	\$15 million - \$150 million
<b>Platform EBITDA</b>	\$3 million - \$20 million
<b>Add-Ons</b>	No size minimum
<b>Control</b>	Majority preferred; shared or minority in certain situations
<b>Focus Areas</b>	Direct Care Providers; Outsourced Service Providers, Contract and Program Management; Pharma Services; Behavioral Health; Specialty Distribution and Supply Services; Animal Health; and Wellness, Disease Management and Population Health Management
<b>Geography</b>	United States and Canada

## HARREN HEALTHCARE OVERVIEW

Harren has increased its focus on investing in Healthcare Services with the addition of a dedicated healthcare partner, Taylor Cole. Taylor was previously a longtime member of another middle market private equity firm with responsibilities that included leading that firm's healthcare investment activities.

### **Key elements of the healthcare investment strategy:**

- Disciplined approach to segmenting the market into sectors and sub-sectors;
- Developing investment themes and theses related to those sectors;
- Working proactively with entrepreneurs and operating executives to create opportunities and provide differentiation;
- Sponsoring and building outstanding businesses in partnership with talented management teams;
- Generating EBITDA improvement through organic growth, add-on acquisitions and margin enhancement stemming from operational improvement; and
- Cultivating opportunities to contribute additional equity and debt capital in support of such growth initiatives over the life of the investment.

Taylor's prior firm healthcare experience included approximately \$250 million of invested equity capital that produced nearly \$800 million of total gross proceeds. That investment activity spanned numerous sectors and platforms, involved dozens of add-on acquisitions and included the following companies:

Company	Industry Sub-Sectors
Upstream Rehabilitation	Outpatient Physical Rehabilitation Services
Camelot Schools	Behavioral Health and Specialty Education
Chamberlin Edmonds & Associates	Outsourced Revenue Cycle Management Services
Cross Country Healthcare	Staffing and other Human Capital Management
MP TotalCare	Specialty Pharmacy, Distribution & Disease Management

## ABOUT HARREN

**Harren Equity Partners is a private equity firm dedicated to the growth and development of industry-leading companies through the creation of strong partnerships.**

Harren's strategy is to create long-term value by improving operational performance, providing in-depth strategic analysis, and executing a plan in partnership with portfolio company executives. Harren focuses on investment opportunities in the lower middle market across a broad range of industries.

**Founded:** 2000

**Cumulative Funds Raised:** >\$500mm

**Fund III (2013):** \$275mm

## HARREN EXECUTIVE PROGRAM

**In addition to direct investment deal flow, Harren actively seeks introductions to qualified executives, entrepreneurs, operators and industry thought leaders in regards to partnering opportunities within our Harren Executive Program.**

For more information, please visit [www.harrenequity.com](http://www.harrenequity.com) and contact Taylor Cole directly at (434) 245-5800 or [tcollection@harrenequity.com](mailto:tcollection@harrenequity.com).