



Lower Middle Market Acquisitions in Essential Services & Industrial Operations

Crosstown Capital Partners is an operator-led private investment firm focused on majority acquisitions in essential services, specialty trades, and industrial operations throughout the Midwest and Southeast.

INVESTMENT CRITERIA

Revenue	\$3M – \$20M+
EBITDA	\$1M – \$4M+
Transaction Type	Majority Recapitalizations & Buyouts
Industries	HVAC, Plumbing, Electrical, Specialty Trades
Geography	Indiana, Ohio, Kentucky, Michigan, North Carolina, South Carolina, Georgia, and Florida <i>Flexibility for exceptional businesses in adjacent markets.</i>
Ownership	Founder / Operator-Owned Businesses
Seller Role	Continued involvement preferred
Equity Rollover	25% – 49%

WHY INTERMEDIARIES WORK WITH CROSSTOWN

- ✓ Direct access to decision makers
- ✓ Fast feedback and clear communication
- ✓ Operator-led diligence process
- ✓ Flexible transaction structures
- ✓ Respectful founder interactions
- ✓ Ability to move quickly when conviction is high
- ✓ Long-term orientation with no artificial hold pressure

OPERATOR DIFFERENTIATION

- Founded and scaled businesses exceeding \$150M in revenue prior to exit
- Executive leadership experience across industrial and transportation businesses
- Active operators within portfolio companies
- Experience leading growth initiatives, operational improvements, and turnarounds
- Current portfolio includes operating businesses across staffing, construction, transportation, and real estate

OUR PROCESS

- 1 Initial review within 48–72 hours
- 2 Introductory discussion with ownership
- 3 Preliminary indication of interest
- 4 Streamlined diligence process
- 5 Flexible transaction structuring
- 6 Long-term partnership approach post-close

CAPITAL & PARTNERSHIP



Partnership-oriented, operator-led investor



Flexible capital structures aligned with your goals



Investing in people, systems, and growth to build market leaders

CURRENT AREAS OF INTEREST

- Residential & Commercial HVAC
- Plumbing Services
- Electrical Contractors
- Specialty Trades
- Facility & Maintenance Services
- Route-Based & Field Services
- Industrial & Infrastructure Services