

Crosstown Capital Partners is a private investment firm built by operators. We've founded, scaled, turned around, and exited businesses ourselves. Now we partner with owners of HVAC, electrical, and plumbing companies who want to unlock growth, protect their legacy, and stay involved in the business they've built.

## WHAT WE LOOK FOR

<b>REVENUE</b> \$3M - \$20M+	<b>EBITDA</b> \$1M - \$4M+
<b>END MARKETS</b> Commercial & Residential	<b>OWNER ROLE</b> Continues Post-Close
<b>STRUCTURE</b> Majority Acquisition (LBO)	<b>OWNER ROLLOVER</b> 25% - 49% Equity

## TARGET GEOGRAPHY

Indiana, Ohio, Kentucky, Michigan, North Carolina, South Carolina, Georgia, and Florida — with flexibility for exceptional businesses in adjacent markets.

## INDUSTRIES OF FOCUS

HVAC

ELECTRICAL

PLUMBING

SPECIALTY TRADES

## WHY OWNERS PARTNER WITH US

- We've been in your shoes – we've run crews, signed payroll, and grown businesses from zero.
- You stay involved and benefit from the upside with meaningful equity retention.
- We invest in your people, systems, and growth – not just your balance sheet.
- Confidential, respectful process with zero disruption to your operations.
- Long-term partners, not quick-flip financial engineers.

## OUR OPERATOR TRACK RECORD

### LEADERSHIP HIGHLIGHTS

- Founded & scaled businesses to \$150M+ in revenue before PE exit
- Executive management for companies exceeding \$500M in revenue
- Led successful turnarounds of underperforming businesses
- 3 platform investments since founding in 2024

### EARLY SUCCESS STORY

#### PAF Excavation

**6x** growth in 2-year hold period

Partnered with ownership, invested in people and infrastructure, and delivered transformational growth — proof of what happens when operators lead.

## OUR PARTNERSHIP MODEL

- 1 Confidential conversation to understand your goals and business
- 2 Fair valuation based on real fundamentals
- 3 You retain meaningful equity (25-49%) and an active role
- 4 We invest in growth capital and operational expertise to scale together
- 5 Shared upside on a second exit - your best chapter is ahead

Ready for a Confidential Conversation?

No obligation. No pressure. Just two operators talking business.

**Nick Likens**

Managing Partner

crosstowncapitalpartners.com