

INDUSTRY FOCUS

TARGET INDUSTRIES

Adirondack acquires a majority interest in owner-operator run businesses based in the Upper Midwest in the following sectors:

INDUSTRY	NAICS CODE
Value-added Distribution:	
- Assembly, kitting, or configuration	42, 423430
- Consumable and branded products	423450, 424690
- B2B or B2C ecommerce	454111
Business Services	56, 561599, 561990
- B2B, technology enabled, and software	
Healthcare	62
- Services, distribution, and software	524298, 561110

We opportunistically look at industries other than manufacturing, construction, and retail.

KEY CRITERIA

FINANCIAL ATTRIBUTES

\$3M to \$30M of Revenue
 \$750K to \$3M of EBITDA
 15%+ EBITDA Margins, preferred
 Consistent Cash Flow
 Limited Capital Expenditures

OWNERSHIP SITUATION

Owner-Operator Run
 Management to Transition / Exit
 Retirement Ready
 Limited Family Involvement

We pay buy-side fees and offer a generous referral fee agreement for proprietary introductions.

