

Seneca Partners is an active, partnership-oriented private equity independent sponsor based in Detroit, MI that specializes in lower-middle market investment opportunities. Seneca's focus is on businesses where we can play an active board role to add value, as well as industries where we and our partners have a deep understanding of the dynamics, trends and potential growth strategies. Seneca has 10 current portfolio companies.

What Makes Seneca Partners Unique?

PARTNERSHIP

At the core of Seneca's philosophical approach is partnership. Seneca takes a highly collaborative approach to its investment strategy and has partnered with a variety of investors and types of capital partners, including family offices, private equity funds, SBICs, asset managers, independent sponsors and others. Seneca believes that sharing expertise, networks, knowledge and resources gives us significantly better odds of achieving a desired outcome.

PROPRIETARY DEALS

Seneca places a major emphasis on identifying investment opportunities that are either proprietary in nature or sourced through limited processes. Seneca's core investment thesis takes a value-driven approach that is frequently difficult to accomplish when participating in widespread-auction processes. All of Seneca's current portfolio companies were sourced proprietarily by Seneca or through limited investment banker or broker processes or brought to Seneca by its large network of independent sponsors.

INDEPENDENT SPONSOR COLLABORATION

Seneca has a unique model of frequently partnering with other independent sponsors on transactions they originate. Seneca's deep team of 7 private equity professionals and its large, curated capital partner network and private equity experience offer other independent sponsors significantly better odds at closing transactions. This has resulted in 6 of Seneca's 10 current portfolio companies being sourced by and closed alongside another independent sponsor.

Investment Criteria

Industry Focus

While we opportunistically evaluate other industries, our primary interest and focus is in the following sectors:



BUSINESS SERVICES



MANUFACTURING



IT SERVICES



INDUSTRIAL SERVICES

Size

Revenue: \$5M to \$100M+

EBITDA: \$3M to \$20M+

Equity: \$5M to \$40M+

Geography

U.S. & Canada Headquartered

Hold Period

Flexible - handled on a case-by-case basis

Active Portfolio Investments

MANUFACTURING/DISTRIBUTION



- Acquired in 2020
- Ann Arbor, MI
- Weapons sights and accessories manufacturer



- Acquired in 2020
- Ronkonkoma, NY
- Lab equipment and furnishing manufacturer



- Acquired in 2020
- Southfield, MI
- Lighting fixture and electrical supply distributor

IT SERVICES



- Invested in 2019
- Denver, CO
- Developer of gamified-cybersecurity training software and cyber ranges



- Originated in 2021
- Yucatan Peninsula, Mexico
- US infrastructure company providing broadband services in Mexico

INDUSTRIAL/BUSINESS SERVICES



- Acquired in 2017
- Denver, CO
- Cleaning, repairing, and maintenance of railcars



- Acquired in 2017
- Houston, TX
- Provider of terminal and transloading services



- Acquired in 2020
- Grandview, TX
- Provides safety training, assessment and certification services and equipment



- Acquired in 2022
- Vallejo, CA
- Marine & shipyard services, aggregate sales, and work boat manufacturing



- Acquired in 2023
- Cheyenne, WY
- Online corporate formation, registered agent services, and aged shelf companies

THE SENECA PARTNERS TEAM

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