

Long-term Heritage. Private Family Capital.

Encore One is a private holding company rooted in over 65 years of family heritage. We purchase outstanding middle-market businesses poised for long-term success and give them the freedom to thrive for decades to come.

Our Story

Long-term investors

We Preserve the Legacy of Your Life’s Work

At Encore One, we believe in caring for the companies we acquire. We invest significant time, finances, and resources into preserving their history while providing the support needed for sustained growth.

How We’re Different

Founded on a History of Family Business

We leverage our direct family capital to invest in leading middle-market businesses across the United States.

Ideal Platform Profile

REVENUE

\$20+
MILLION

EBITDA

\$4+
MILLION

VALUE

\$20-75
MILLION

Our Approach

All the latest

Featured News

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Our clients

Owners Trust Us With Their Business



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Connie Robertson

Manager, Google Systems LLC



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James Rodrigues

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Bryan T. Orlando

Investment Manager, Slack





Encore One, LLC



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MILLION**

EBITDA

**\$4
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**\$20
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[All the latest](#)

Featured News

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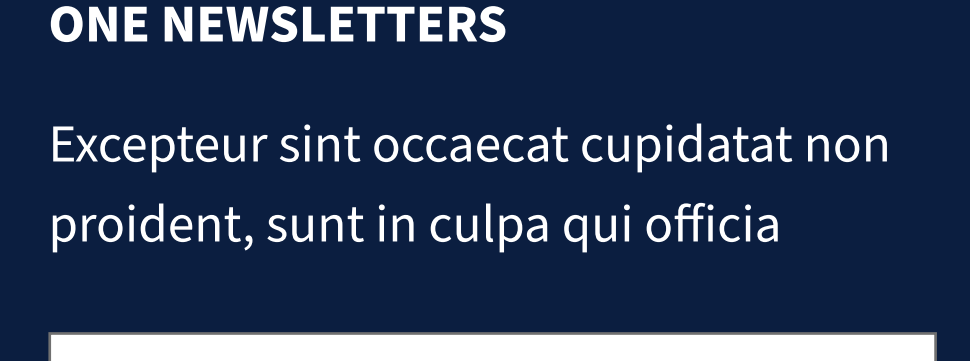
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Bryan T. Orlando

Investment Manager, Slack



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[Our Portfolio](#)

[Working with Us](#)

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Portfolio



22

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IN BUSINESS



4

PLATFORMS



40+

INVESTMENTS



Fidelity Bank, Minnesota

Founded in 1970, Fidelity Bank offers a full range of business banking services to companies throughout the Minneapolis-St. Paul metropolitan area. Fidelity is a market leader in providing specialized credit arrangements (working capital lines of credit and mortgage warehouse lending). Fidelity also offers a complete line of personal banking services.



General Parts, L.L.C.

Founded in 1939, General Parts distributes parts and provides service to over 20,000 customers and 400 manufacturers of commercial foodservice equipment. Through its corporate headquarters in Bloomington, Minnesota, and its branch operations, located in Washington, Oregon, Idaho, Arizona, Colorado, North Dakota, Nebraska, Kansas Oklahoma, Texas, Iowa, Missouri, Wisconsin Illinois, Indiana, Ohio, Kentucky, Tennessee and Mississippi, the Company is positioned to provide quality service throughout the North Central United States. In its industry, General Parts ranks among the top 10 independent service companies nationally. The company is also one of the country’s largest distributors of commercial kitchen equipment parts.



Marsden Holding, L.L.C.

Marsden Holding provides facility maintenance and security services through dozens of companies operating across many states, as an example:

- American Security, L.L.C. has provided security and investigative services since 1959. It is one of the largest independently owned security agencies in the Midwest and currently provides services in Minnesota, Wisconsin, Iowa, Illinois and Tennessee. American Security, L.L.C. does business as Martin Security & Investigations in Illinois, Tennessee and certain markets in Wisconsin.
- Caretakers Building Maintenance, L.L.C. was founded in 1991, and provides comprehensive commercial cleaning services in Arizona.
- CleanPower, L.L.C. was founded in Milwaukee in 1969 and was Wisconsin’s first commercial carpet cleaning company. Today, CleanPower is Wisconsin’s leading full-service contract cleaning provider.
- Marsden Building Maintenance, L.L.C. has provided cleaning, building maintenance and specialty services to large and small businesses for more than 65 years. Supported by an experienced management team, Marsden associates clean and maintain more than 85 million square feet of office space. Marsden operates in Minnesota, Wisconsin, Iowa and Nebraska.
- National Maintenance Contractors, L.L.C. was founded in 1970 and provides commercial cleaning and building maintenance services in Washington, Oregon and Idaho.
- Paradise Building Services of Claremont, California offers its clients high quality janitorial housekeeping, floor care, window washing, landscaping, carpet cleaning and parking services.
- Scioto, L.L.C. has provided cleaning services in Ohio for more than 25 years. Specializing in commercial and industrial cleaning, Scioto also offers production support services and acts as a distributor of cleaning supplies.



Codeworks, L.L.C.

Founded in 1995 in Brookfield, WI Codeworks provides information technology consulting and full-service staffing services including talent acquisition and management services to large corporations and government entities that need to identify, recruit, and employ technical IT talent. Codeworks became a portfolio company in 2018 and is still led by the same management team that had led the business under the prior ownership.

Why Encore One?

Owners Trust Us With Their Business

[Learn Why](#)

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Approach

What We Do

Investment Criteria

We invest our private, family capital in businesses with high-quality management teams who have the desire to continually build the company and share meaningfully in its success. Our ideal partner has strong competitive positions, attractive growth opportunities, and a history of profitability and consistent, predictable cash flow.

REVENUE



EBITDA



VALUE



Desired Industry Partners

We’re seeking leading middle-market companies that are headquartered in the United States.
Industries of particular interest include, but are not limited to:

- Financial Services
- Industrial & Commercial Services
- Healthcare Services
- Outsourced Business Processes
- General Business Services
- Specialized Manufacturing
- Value-added Distribution

[Our Portfolio](#)

What to Expect

Transaction

While there is no one-size-fits-all for any transaction, each working relationship we initiate is grounded in trust with a high-level of agreement on valuation and transaction structure. Our aim is always to purchase a majority interest, with 100% ownership preferred.

Transition

We seek to ensure a relatively seamless post-closing transition for our company’s employees and customers. To facilitate this, we meet with key internal and external stakeholders throughout the process to allow everyone involved to get a sense of the caliber of the group and the support and stability we provide.

Involvement

We are not involved in the day-to-day management of our portfolio companies. Rather, we acquire companies with excellent management teams and give them substantial operational autonomy. Partners can draw upon our team and resources and leverage our broad network of working relationships as needed, and we are always there to support at a strategic level.

Operations

Unlike a traditional private equity fund, we do not make operational changes in order to drive short-term returns. Potential shifts could include banking, legal, insurance, and accounting relationships as needed, but we do not envision any sweeping changes.

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Why Encore One?



Family Heritage

With 65 years of history as a family-owned business, Encore One has a special understanding of the objectives and concerns of family business owners. That’s why we take special care to honor the legacy you’ve built.



Long-term Investors

We are committed to the companies we hold and always approach our partnerships with longevity in mind. To promote long-term growth and continued success, we prudently capitalize each company and continually reinvest in the business.



Legacy Preservation

We are long-term stewards committed to caring for the companies we acquire. That includes preserving what you’ve spent years building — the people, culture, and business name. Why change what has already proven to work?



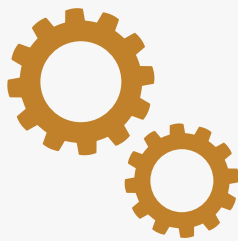
Management Autonomy

Our companies enjoy significant operational autonomy. Rather than pushing our agenda, we offer significant professional resources and capital to support our management teams in accomplishing their business goals.



Strong Values

As a business owner, you can rest assured that your team is well supported. We care deeply about the employees of our companies and hold ourselves to the highest level of confidentiality, ethical behavior, and professionalism throughout each transaction.



Ample Capital

We are focused on growing and sustaining what you have built. Our financial resources mean we can take advantage of organic and acquisition growth opportunities when they arise, with the capacity to acquire companies of up to \$75 million in value.



Portfolio Growth

Our diversified platforms have experienced approximately 300% growth over two decades of organic growth and over 40 acquisitions.

Let’s Get Started

We Preserve the Legacy of Your Life’s Work

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About Us

Our Story

Encore One: 65 Years of Family Capital and Private Investing

Established in 1999, we are on a mission to acquire and preserve the legacy of outstanding middle-market businesses across the United States.

Core Values

Operate with uncompromising integrity



Strive to provide the highest quality service and value to our clients



Care deeply about our employees and the communities in which we do business



Foster a supportive, team-oriented culture where people are treated with respect

Our Team

Craig Flom

President & CEO



Craig directs the activities of Encore One. He is a board member of each of Encore One’s portfolio companies and works with the management teams of those companies. Craig is also the President of Fidelity Holding Company and the Chairman of Fidelity Bank, as well as a director of various entities involved in commercial real estate development and construction. He played a central role in the acquisition of each of Encore One’s portfolio companies and Fidelity Bank.

Craig has more than 35 years of business experience encompassing private equity investing, investment banking, management consulting, and commercial banking. Prior to joining Encore One in 2001, Craig was an investment banker with Robert W. Baird & Co. Incorporated and Piper Jaffray Inc., serving middle-market clients. Previously, he was a management consultant with Deloitte & Touche and a commercial banker with The First National Bank of Chicago. Craig earned a Master of Business Administration degree, with distinction, from the Kellogg Graduate School of Management at Northwestern University and graduated, with highest distinction and Phi Beta Kappa, from Northwestern University with a Bachelor of Arts degree in Economics.

Paul Moffatt

Director of Business Development



Paul is responsible for sourcing and evaluating potential investments, structuring and negotiating transactions, and working with portfolio companies. Paul has spent his entire career serving the middle market. Prior to joining Encore One in 2017, Paul enjoyed a successful 16-year career in commercial banking, most recently as a Vice President in the Twin Cities Commercial Banking Group at U.S. Bank. Prior to joining U.S. Bank in the Twin Cities, Paul held similar roles at LaSalle Bank, Cole Taylor Bank and MB Financial in Chicago.

Paul has helped advise and fund over 100 companies, in various stages of development with a wide range of transactions and special situations. Paul graduated from Marquette University with a BS in Finance and minor in Political Science. He received his MBA from the Kellstadt School of Business at DePaul University. Paul lives with his wife and two children in Saint Paul, Minnesota.

Let’s Get Started

We Preserve the Legacy of Your Life’s Work

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Connect

Build a Brighter Future

Encore One has been protecting the legacies of outstanding businesses since 1999. We seek to purchase a majority interest in companies with high quality management teams, strong competitive positions, attractive growth opportunities, and a history of profitability and consistent cash flow. If you're looking for a partner to help build a brighter future for your company, we'd love to connect.

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