

## INVESTMENT FOCUS

Aerospace & Defense  
Government Services  
Dual-Use Technology & Products

## INVESTMENT STAGE

Lower Middle-Market

## GEOGRAPHY

United States

## CHECK SIZE

\$2MM - \$50MM

## LEADERSHIP TEAM

Claudio Ochoa, Esq.

- Founder of JCR & Co., Native State; Attorney at Morvillo Abramowitz, DLA Piper; Press Secretary, State of Colorado; Various roles at the White House, Central Intelligence Agency

Reynold Hoover, LTG (Ret.)

- Deputy Commander, U.S. Northern Command; Chief of Staff, FEMA; Special Asst. to the President, the White House; Various roles at the Central Intelligence Agency, Defense Intelligence Agency, National Guard

Mark Schelbert, MBA

- CEO, Gracelock Industries; Managing Partner, Shackleton Equity Partners; Chanin Capital Partners

Vincent Stewart, LtGen (Ret.)

- Board of Directors, Lockheed Martin; Board of Directors, Goldman Sachs; Director, Defense Intelligence Agency; Deputy Commander, U.S. Cyber Command; Commanding General, U.S. Marine Corps Forces Cyberspace

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# Donovan Capital Group

*Investing In Businesses That Matter*

## Summary

DCG is a Washington, D.C.-based multi-family office that makes debt and equity investments in Aerospace, Defense, and Government Services businesses.

## Strategic Investors

**Smart Capital:** Our industry focus allows DCG to move quickly and provide highly competitive terms. Where other investors shy away from the complexities of government contracting, we lean in.

**Value-Add Team:** Our team consists of former senior leaders from the White House, Department of Defense, Central Intelligence Agency, Defense Intelligence Agency, State Department, Department of Homeland Security, National Reconnaissance Office, FEMA, and ATF. We put our relationships and expertise behind every investment we make.

**Unique Capabilities:** Members hold TS/SCI security clearances, uniquely positioning DCG to strategically support businesses performing classified or other sensitive work for the U.S. Government.

## Investment Structure

**Flexible Capital:** We provide patient, tailored capital, including control (non-operating) equity, minority equity, equity co-invest, senior or subordinated debt, first or second lien debt, mezzanine debt, cash flow lending, and unitranche debt.

**Multiple Transactions:** DCG invests in both sponsored (including independent sponsors) and non-sponsored transactions, including capital raise, acquisition financing, refinancing, majority/minority recapitalization, and special situations/rescue financing.

## Investment Criteria

- Exceptional management team committed to future growth
- End customers include (but need not be limited to) a U.S. federal government agency
- Revenue of \$5MM - \$100MM+
- EBITDA of \$1MM+
- Sub-industry agnostic (incl. technology, manufacturing, services, and hardware)

*A Trusted Capital Partner of the U.S. Department of Defense*

