

# Investment Criteria

31st Street Capital is a family-owned private equity firm founded October 1st, 2018. We set our vision and core values where our passion lies, using them as our guide to acquire our first company in April of 2019. Since then, we have acquired five additional companies and are actively looking for investment opportunities.

## FOCUSED STRATEGY

31st Street Capital is unique in that we acquire companies with the goal of holding and growing them long term. We leverage our combined experience, buying power, and digital skills to grow businesses through operational excellence. We believe in making an impact with our employees, our companies, and in our communities.

## THE 31<sup>ST</sup> DIFFERENCE

We offer business owners an exit built on personal relationships, communication, honest negotiation, and flexible terms that meet the needs for both parties. We view the acquisition process as a partnership building event, not a root canal.

## WHAT WE LOOK FOR

- ▶ Strong management team in place
- ▶ Significant metro market served
- ▶ Proven track record of consistent year over year growth
- ▶ Shares our core values

## SIZE AND SCOPE

- ▶ Revenue: greater than \$15m
- ▶ Earnings/EBITDA: \$1m to \$5m
- ▶ Majority ownership investments

## HOME SERVICES

### HOME IMPROVEMENT

Flooring ● Kitchen & Bath ● Windows & Doors  
● Pool Installation ● and more

### HOME MAINTENANCE

HVAC ● Plumbing ● Cleaning Services  
● Lawn Care ● and more

## CONTACT US

If you are interested in selling your business to someone who will love it as much as you do, lets get in touch!

**Blake Ingamells**

Business Development  
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# Portfolio Companies



**Floor Source**  
Phoenix, Arizona  
[www.floorsourceaz.com](http://www.floorsourceaz.com)



**Sam Kinnairds**  
Louisville, KY & Lexington, KY  
[www.kinnairdsflooring.com](http://www.kinnairdsflooring.com)



**Flooring Expo**  
Minneapolis, MN  
[www.flooringexpo.com](http://www.flooringexpo.com)

**Floors for Living**

*The "Flooring Experts" so you don't have to be.*

**Floors for Living - TX**  
Houston, TX  
[www.floorsforliving.com](http://www.floorsforliving.com)



**Premier Flooring**  
Louisville, KY  
[www.premierflooringky.com](http://www.premierflooringky.com)



**Total Flooring**  
Homer Glen, IL  
[www.totalflooringinc.com](http://www.totalflooringinc.com)