



# LARSEN MACCOLL

## PARTNERS

*Building relationships. Growing businesses.*

Jeff Larsen  
Managing Partner  
jeff@larsenmaccoll.com  
610-687-5046

Tim MacColl  
Managing Partner  
tim@larsenmaccoll.com  
610-687-5047

Chris Davis  
CFO/COO/Partner  
chris@larsenmaccoll.com  
610-687-1131

Satya Ponnuru  
Partner  
satya@larsenmaccoll.com  
610-687-5048

Kristen Hubbert  
Director of Operations  
kristen@larsenmaccoll.com  
610-687-5049

Arielle Klinetsky  
Operations/Marketing Coordinator  
arielle@larsenmaccoll.com  
610-687-5043

### INVESTMENT CRITERIA

- Sales of \$10 million to \$50 million
- EBITDA OF \$1 million to \$5 million
- Clear growth plan
- Committed management team
- Buyouts and controlling interest growth equity
- North America

### INDUSTRIES OF FOCUS

- Business Services
- Value added distribution
- Restaurants and retail
- Specialty finance
- Niche manufacturing
- Consumer products

### Growth Formula

- Provide (equity) or arrange (debt) financing as needed
- Add-on acquisitions and other corporate development
- Broaden sales and marketing efforts
- Expand product and service offerings
- Enhance existing management team

353 West Lancaster Avenue  
Suite 300  
Wayne, PA 19087  
[www.larsenmaccoll.com](http://www.larsenmaccoll.com)

# CURRENT INVESTMENTS



AFCO is a leading supplier of cleaning and sanitizing chemicals and cleaning services to food and beverage processors.

HQ: Chambersburg, PA | [www.afcocare.com](http://www.afcocare.com)



The Tin Roof operates casual live music venues in TN, KY, AL, IN, OH, NC, SC, MD, FL, and CA where patrons enjoy good food, good drinks and great vibes.

HQ: Nashville, TN | [www.tinroofbars.com](http://www.tinroofbars.com)



ESP manufactures and distributes sorbent and filtration products for the industrial cleaning, medical and transportation industries.

HQ: Chicago, IL | [www.esp-us.com](http://www.esp-us.com)



Wall Brothers is a leading supplier of architectural glass and glazing products and services in the Southeast.

HQ: Clarksville, TN | [www.wallbrothersglass.com](http://www.wallbrothersglass.com)



City Loan makes personal loans secured by automobile titles.

HQ: Long Beach, CA | [www.cityloan.com](http://www.cityloan.com)



S. Walter Packaging designs, sources and delivers coordinated packaging solutions primarily to branded consumer products companies and retailers.

HQ: Philadelphia, PA | [www.swalter.com](http://www.swalter.com)



19th Capital is a truck and trailer leasing company.

HQ: Indianapolis, IN | [www.capital-19.squarespace.com](http://www.capital-19.squarespace.com)



City Tap House serves craft beers and high quality American fare at three locations in the Middle Atlantic. Units in Boston, Nashville and Palm Beach are under construction.

HQ: Conshohocken, PA | [www.citytaphouse.com](http://www.citytaphouse.com)



B&B offers world class burgers and an extensive beer selection, with locations throughout Florida and Puerto Rico. 30 franchised locations have been sold, including those now open.

HQ: Delray Beach, FL | [www.bnbjoint.com](http://www.bnbjoint.com)



Harvest is a farm-to-table, full service restaurant with locations in PA and NJ.

HQ: West Chester, PA | [www.harvestseasonalgrill.com](http://www.harvestseasonalgrill.com)