



---

## Senior Investment Team

Jim McBride  
Peter Huff  
Jonathan Pearce  
Eric Weiner  
Jonathan Kaskow  
Hunter Todd  
Blake Jones

---

For Investment Opportunities:  
opportunities@bluesage.com

For Administrative Inquiries:  
admin@bluesage.com

---

2700 Via Fortuna, Suite 300  
Austin, TX 78746  
(512) 536-1900  
bluesage.com

---

## Who We Are

---

Blue Sage Capital is an Austin, Texas-based private equity firm with over \$450 million in capital under management specializing in growth, recapitalization and buyout financings of lower middle-market companies. Our investment approach is focused on partnership with founders and management teams as we seek to invest in leading businesses as the first round of institutional capital.

---

## Investment Criteria

---

**Niche Market Leaders:** Long-term defensible competitive advantages, high barriers to entry, differentiated product or service offering, and quality, motivated managers.

**Proven & Growing Companies:** Proven business models, strong recurring cash flow, and demonstrated growth potential.

**Founder, Family and Management-Owned Businesses:** We look to partner with founders and management teams as the first round of institutional capital, providing intellectual and financial capital to enable companies to achieve their full potential.

---

<b>Company Size</b>	<ul style="list-style-type: none"><li>• EBITDA: \$4 million to \$15 million</li><li>• Revenue: \$20 million to \$125 million</li><li>• Total Enterprise Value: \$20 million to \$150 million</li></ul>
<b>Equity Investment</b>	<ul style="list-style-type: none"><li>• \$20 to \$40+ million</li><li>• Investing from Blue Sage Capital III, L.P. (\$300mm fund)</li></ul>
<b>Transaction Types</b>	<ul style="list-style-type: none"><li>• Control buyout investments and recapitalizations</li><li>• Flexibility to offer solutions across the capital stack</li><li>• Long-term investment focus (avg. hold period is 5-8 years)</li></ul>
<b>Industry Verticals</b>	<ul style="list-style-type: none"><li>• Specialty services</li><li>• Niche manufacturing</li><li>• Environmental solutions</li></ul>

---



**Niche Manufacturing**



**All-State Industries**

Manufacturer of non-metallic components for industrial & specialty vehicle OEMs. (February 2019)



**Ligchine International**

Designer and manufacturer of laser-guided concrete boom screeds. (July 2018)



**Americo Manufacturing**

Manufacturer of floor cleaning pads, specialty nonwovens and floor matting products. (December 2017)



**Magnum Systems**

Designer and manufacturer of pneumatic conveying and material handling equipment. (October 2016)



**Timber Automation**

Manufacturer of equipment and systems for the forest products and biomass industries. (August 2015)



**Marine Accessories Corporation\***

Designer and manufacturer of wakeboard towers and canvas covers. (July 2015 – June 2018)



**Parker School Uniforms\***

Manufacturer and distributor of school uniforms. (August 2008 – June 2015)



**MultiCam\***

Manufacturer and distributor of CNC cutting machines. (April 2008 – May 2014)



**Fusion Specialties\***

Designer and manufacturer of custom mannequins. (February 2007 – June 2013)



**Primus Sterilizer\***

Designer and manufacturer of steam sterilizers. (December 2006 – November 2018)



**C&M Conveyor\***

Designer, manufacturer and installer of material handling systems for the corrugated, folding carton and commercial printing industries. (July 2006 – May 2018)



**Via Seating\***

Designer and manufacturer of office seating products. (September 2005 – October 2014)

**Specialty Services**

*\*Exited investments*



**Cobra Legal Solutions**

Provider of legal services including eDiscovery technology services, eDiscovery managed review, contracts management and legal research. (April 2021)



**Impact Floors**

Provider of quick-turn flooring and countertop replacement services to multifamily owners and operators throughout the Southern U.S. (December 2020)



**Barricades Unlimited**

Provider of traffic control, pavement marking, guardrail installation and related equipment rentals and sales. (June 2020)



**BACOM**

Provider of installation, modification, construction, and maintenance services for wireless communication infrastructure. (December 2016)



**Hoak Media\***

Operator of network affiliated television stations. (January 2007 – June 2014)



**Gattis Pizza\***

Operator and franchisor of retail pizza restaurants. (November 2004 – June 2015)



**OmniFlight\***

Provider of medical air transport services. (September 2004 – November 2005)



**Environmental Design\***

Specialty tree transplantation services. (April 2004 – December 2011)

**Environmental Solutions**



**Frontier Waste Solutions**

Provider of solid waste services to municipal, residential, commercial and industrial markets in Texas. (April 2017)



**Cobalt Environmental Solutions\***

Provider of oilfield wastewater disposal services. (April 2014 – May 2019)



**R360\***

Provider of non-hazardous oilfield waste treatment, recovery and disposal services. (July 2010 – October 2012)



**Controlled Recovery (CRI)\***

Provider of oil and gas waste disposal services. (November 2006 – July 2010)



**Ashbrook Simon-Hartley\***

Provider of liquid and solid separation technologies to the wastewater industry. (January 2005 – July 2012)