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## Senior Investment Team

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## Who We Are

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Blue Sage Capital is an Austin, Texas-based private equity firm with over \$1 billion 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.

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## Investment Criteria

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**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.

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Company Size	<ul style="list-style-type: none"><li>• EBITDA: \$5 million to \$25 million</li><li>• Revenue: \$20 million to \$200 million</li><li>• Total Enterprise Value: \$40 million to \$200 million</li></ul>
Equity Investment	<ul style="list-style-type: none"><li>• \$25 to \$60+ million</li><li>• Investing from Blue Sage Capital IV, L.P.</li></ul>
Transaction Types	<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>
Industry Verticals	<ul style="list-style-type: none"><li>• Environmental solutions</li><li>• Niche manufacturing</li><li>• Specialty services</li></ul>

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## Environmental Solutions



### Geo-Solutions

Provider of geotechnical and environmental remediation services. (November 2023)



### Frontier Waste Solutions\*

Provider of solid waste services to municipal, residential, commercial and industrial markets in Texas. (April 2017 – November 2022)



### 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)



### Environmental Design\*

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

## Specialty Services



### Clean Scapes Landscaping

Full-service provider of landscaping services to commercial properties. (June 2025)



### MHW

Provider of outsourced services to the beverage alcohol market. (June 2024)



### NexGen Financial

Provider of flexible capital solutions to debt settlement companies. (March 2023)



### Purpose Legal

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



### Impact Property Solutions

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, guardrail installation, and related equipment rentals. (June 2020)



### BACOM\*

Provider of installation, modification, construction, and maintenance services for wireless communication infrastructure. (December 2016 – August 2021)

Other Fund I  
Deals\*



## Niche Manufacturing

*\*Exited investments*



### Skid Pro Attachments

Manufacturer of skid steer attachments across the landscaping, snow clearing, construction, and forestry industries. (May 2025)



### American Alloy

Manufacturer of custom metal components and assemblies for OEM customers in a variety of industries. (December 2023)



### Clearly Clean Products

Manufacturer of 100% recyclable food packaging trays made from polyethylene terephthalate for food processors, retailers, and distributors. (January 2023)



### Baker Manufacturing Company

Manufacturer of water well equipment and accessories, pumps for industrial applications, as well as gray iron and ductile castings. (July 2022)



### 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 – July 2022)



### Americo Manufacturing\*

Manufacturer of floor cleaning pads, specialty nonwovens and floor matting products. (December 2017 – February 2022)



### Magnum Systems\*

Designer and manufacturer of pneumatic conveying and material handling equipment. (October 2016 – January 2023)



### Timber Automation\*

Manufacturer of equipment and systems for the forest products and biomass industries. (August 2015 – June 2022)



### Marine Accessories Corporation\*

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



### 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)