



Black Lake Capital, LLC

Partnering with Management to Accelerate Growth

www.blacklakecap.com • 303.327.9701

Investing private equity in services, technology, and manufacturing

Completing change of control investments, including recapitalizations, management buyouts, and founder liquidity events in businesses meeting the following characteristics:

- **\$2M+ in EBITDA and \$10M+ in revenue.** Cash flow positive companies across the US and Canada.
- **Strong management teams:** partner with leaders in their respective industries with a history of success.
- **Value-creation options:** provide business development, IT systems, and capital to increase growth.
- **Leading market positions:** defensible competitive positions provide recurring revenue and pricing power.
- **Attractive industry trends:** uncover investable trends with markets research and executive network.

A strategic partner aiding management in accelerating growth and maximizing profitability:



Strategic
Insight



Capital For
Growth



Business
Development



Add-on
Acquisitions



Integrated
Systems

An experienced team providing its strategic insight, resource network, and expertise:

Charles Scripps

Managing Partner

- More than a decade investing in private and public businesses.
- Experience with leading private equity firms, including HIG Capital and AEA Investors.
- Management consultant with McKinsey & Company.
- MBA with Honors from the Wharton School and BS in Chemical Engineering with Distinction from the University of Wisconsin.

Richard Grove

Advisory Board

- Served for ten years as President and CEO of Milwaukee Electric Tool Corporation, a power tool company with over \$500M in annual sales.
- Participated in a number of acquisitions, divestitures, and financial transactions that included leveraged buyouts led by KKR and Merrill Lynch Capital Partners.
- BS in Electrical Engineering from Cornell University and MBA from the University of Pittsburgh.

LaDon Johnson

Advisory Board

- Currently serves as CFO of Icycle Seafoods, Inc.
- Previously CFO of Cibus, a trait development company where he increased revenue sevenfold, and Advanta, the fifth largest crop seed company in the world.
- BA in Business Administration from Iowa State University. Certified Public Accountant.

Mark Strang

Advisory Board

- Founder, owner, and operator of American Industrial Motor Service (AIMS), a provider of high-horsepower industrial motor, control, and switchgear service.
- Served in several plant manager positions throughout the Midwest during 19-year tenure with General Electric.
- BS in Mechanical Engineering from Michigan Technological University.

Completed Investments

Set Solutions

www.setsolutions.com



LOCATION:

Houston, TX

BUSINESS DESCRIPTION:

Full-service provider of network security, secure remote access and bandwidth management solutions. Areas of expertise include architecture and implementation, incident response and management, and vulnerability assessments.

**STRATEGIC ACTIONS
UNDERTAKEN BY BOARD:**

- Opened new Houston office, launched Austin and Dallas offices
- Hired COO and CFO plus over two dozen salespeople and engineers
- Enhanced financial reporting and completed two audits
- Amended credit facility to boost liquidity and fully return investors' capital

A5

www.A5corp.com



LOCATION:

Pleasanton, CA

BUSINESS DESCRIPTION:

Global consulting firm and Oracle Platinum Partner specializing in systems integration, implementation, and support in the areas of Configure-Price-Quote (CPQ), Configure-to-Order (CTO), Sales Force Automation (SFA), Sales Performance Management (SPM), Master Data Management (MDM), and Enterprise Resource Planning (ERP).

**STRATEGIC ACTIONS
UNDERTAKEN BY BOARD:**

- Added services outside of Oracle CPQ offering, including SFDC and IBM-based SPM
- Hired Controller and developed budgeting process. Completing Company's first audit
- Hired Director of Sales and two new salespeople to expand geographic reach
- Pursuing add-on acquisitions to further salesforce.com (SFDC) capabilities

Nature's Way Dairy



LOCATION:

Portales, NM

BUSINESS DESCRIPTION:

Two of the nation's largest organic dairy farms. The operations produce the highest-quality organic milk for fluid milk, cheese, yogurt and other dairy products while supporting the wellbeing of its ever-growing herd of calves and mature cows.

**STRATEGIC ACTIONS
UNDERTAKEN BY BOARD:**

- Increased per cow milk production 40% from closing
- Added RFID monitoring and automated milking to track production to each animal
- Opened Heifer Raising Facility in East Texas to increase capacity of NM operations. Instituted nationally-recognized animal welfare program
- Hired Controller. Refinanced credit facility to provide additional liquidity. Completed the operation's first two audits