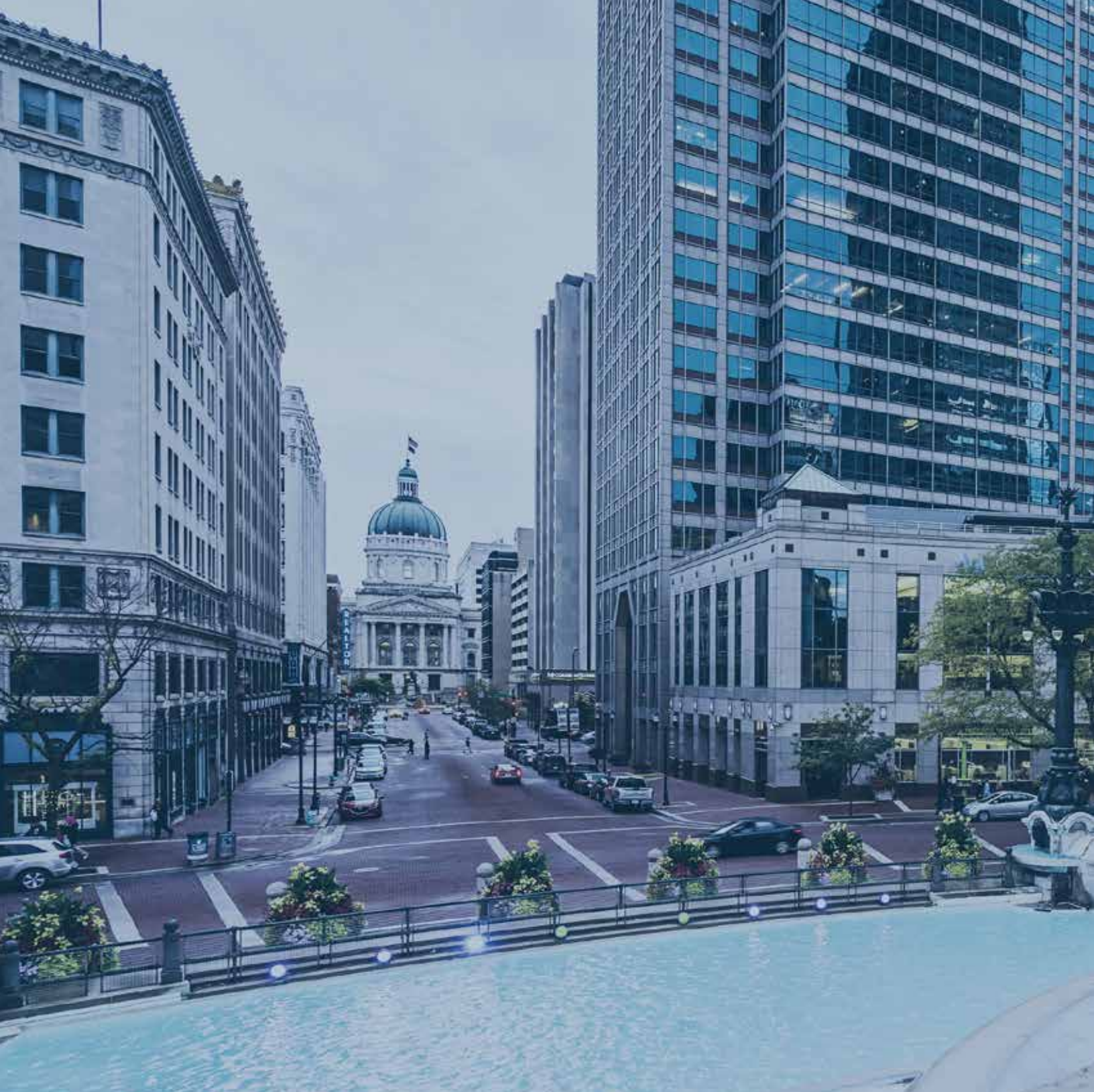




MONUMENT
MICROCAP PARTNERS

AN EXPERIENCED APPROACH
TO PRIVATE EQUITY





Monument MicroCap Partners, LLC (MMP) is an independent private investment firm comprised of highly experienced and accomplished private equity and operational executives seeking to partner with and acquire companies in the MicroCap Market, which we define as businesses having EBITDA of \$1-5 million. Our focus is on businesses located in the United States and Canada.

We seek to partner with honest, talented and hardworking management teams who want to own equity and want to build their business.

We target a segment of the market that continues to offer excellent relative value and we understand how to invest in this market and create value at our portfolio companies. We invest personally in every deal and offer investors equity securities that are on the same terms as our equity.



We partner with management teams to add value, and it's our mission to be good stewards of your legacy.

The MicroCap Market offers outstanding investment opportunities, particularly relative to the larger end of the market, due to:

- Size of the Market
- Trend Toward Larger Deals in Private Equity
- Ongoing Retirement of Baby Boomers
- Excellent Relative Value

We will seek to create economic value at our portfolio companies through:

- Organic revenue growth
- Operational improvements that enhance margins and profitability
- Add-on acquisitions
- Debt repayment

WHY CHOOSE MONUMENT MICROCAP PARTNERS?

PARTNER EXPERIENCE

We have one of the deepest and broadest investment teams in the MicroCap private equity market. Our partners have extensive experience and a successful track record of investing in and operating dozens of companies in the U.S. and Canadian lower middle markets. Our goal is to add value through our partnerships, and not get in the way of letting you do what you do best - running a successful business.

THE MMP DIFFERENCE - PERSONAL INVESTMENT

We partner with hardworking management teams with vision. Our goal is to meet the expectations of owners we work with and generate exceptional investment results. As a business owner, we invest in you to create value for all. We are in partnership with management teams to add value, and our mission is to be good stewards of your legacy.

Considering a private equity firm for your business' exit strategy can be an intimidating task, but with MMP, it doesn't need to be. In choosing MMP, you will find that the growth and sale of your company is as important to us as it is to you. We understand the needs of families and entrepreneurs who are seeking a partner who can provide operational and strategic expertise to accelerate growth and create economic value. We also understand how to operate and appropriately capitalize buyout transactions of small companies.

WHO AND WHAT WE'RE LOOKING FOR

At MMP, we have found that a trusting relationship will build a solid foundation for a successful partnership. We seek to partner with ownership and management teams that are hardworking, disciplined, and have a history of positivity. In diving in to work in a hands-on approach with management teams, we provide the capital and support that you need to grow your business while providing a positive transaction experience.

THE MMP FOCUS

Our focus will be on companies that have the following characteristics:

- High-quality management team that will make a meaningful equity investment alongside MMP
- Strong market positions in growing sectors
- Value-added products or services with sustainable competitive differentiation and minimal substitution or technology risk
- Operate in industries in which MMP has experience and expertise including:
 - Niche manufacturing with meaningful intellectual property, technology or engineering content
 - Business services with sustainable differentiation
 - Value-added distribution and supply chain management





KNOWLEDGEABLE PARTNERS

With 200 years of Combined Experience



BOB ERWIN
CEO and President

bob@monumentmicrocap.com

Bob has over 30 years of experience investing in and lending to lower middle market companies undergoing leveraged buyouts and other acquisition activity.

In his career, Bob has directed fifty deals comprising over \$700 million of capital invested in the debt and equity of buyouts in the lower end of US middle market. Bob is a former Managing Director of Barings LLC's Global Private Finance team and member of a five-person investment committee for the firm's mezzanine and private equity co-investments.



GLENN SCOLNIK
Chairman and Managing Partner

glenn@monumentmicrocap.com

Glenn has over 40 years of lower middle market buyout experience, including 11 years as CEO and Chairman of Hammond, Kennedy, Whitney & Company, Inc. (HKW), a leading lower middle market private equity firm.

Glenn practiced business law at the Indianapolis law firm of Sommer Barnard PC from 1978-1992. He then joined HKW in late 1992 and led significant growth and value creation at the firm. Glenn retired from HKW in December of 2017.

Glenn serves on numerous private equity-backed, corporate and philanthropic boards of directors.



JIM FUTTERKNECHT
Partner

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Jim has over 40 years of operational executive and private equity experience, including roles as Chairman, CEO, President and COO within multiple companies and as Operating Partner at HKW. Jim served in a variety of executive roles at Excel Industries, Inc., a manufacturer of automotive parts and components prior to joining HKW as a Partner in 1999. Jim partnered with HKW in 1983 to purchase Excel, which was one of the most successful investments in HKW's history. Jim was also President and CEO of Visioneering, Inc., an HKW portfolio company that manufactures tooling utilized in the aerospace and defense industries.

Jim serves on numerous private equity-backed, corporate and philanthropic boards of directors.

Monument Microcap Partners has assembled one of the deepest and broadest investment teams in the U.S. and Canadian Microcap private equity market. Our five partners have almost 200 years of combined experience in private equity investing and lending and have worked together in a variety of capacities over several decades.

Our team maintains a diverse set of skills and capabilities:

- CEO and other executive leadership of operating companies and investment firms
- Broad strategy, business development and operational expertise
- Chair and board membership of numerous public and private companies
- Extensive experience determining appropriate capital structures



ROB TROXEL

Partner

rob@monumentmicrocap.com

Rob has over 30 years of experience successfully starting, building, leading and exiting multiple businesses.

He is Founder and Owner of Premier Truck Rental (PTR), an Indiana-based company that rents and leases trucks and related equipment. Rob founded, and was President and CEO of Nesco LLC, a provider of equipment and services to the utility industry. Nesco was acquired by HKW in 2007, and then successfully sold to another private equity firm in 2011. In addition to his current role at PTR, Rob is an equity investor in several small businesses.



ROY WHITNEY

Partner

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Roy has over 50 years of experience investing in middle market companies.

Roy has had a successful and distinguished career in private equity. He joined HKW in 1971 and led the firm into the world of private equity back in the early 1980(s). He was the President and CEO prior to Glenn Scolnik. He also serves as an advisor to Cheyenne Capital and Access Venture Partners.

Roy has extensive experience as a member of a variety of private equity, corporate, banking, educational, and philanthropic boards of directors and he continues to serve on several boards. Roy serves as a Senior Advisor to MMP and provides the firm with invaluable strategic and investment guidance. He is an investor in MMP and is a voting member of the Firm's Investment Committee.

“ We don't call ourselves “buyers” or “acquirers”. Instead, we consider ourselves in partnership with managers and business owners. We understand our role of being good stewards of the businesses that have been so carefully and painstakingly created by families and entrepreneurs. Our mission is to partner with honest and hard-working management teams to build great businesses and, if and when needed, we will provide our expertise and strategic guidance in fulfillment of that goal. ”

-Bob Erwin, CEO of MMP



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