

# MILLSTONE CAPITAL ADVISORS

Millstone Capital Advisors is dedicated to helping small to mid-sized companies grow through direct investments and strategic assistance. We have extensive experience working with companies in a broad range of industries, including restaurants, manufacturing, financial services, infrastructure, healthcare and information technology. As a St Louis-based company, the principals of Millstone Capital Advisors have a long history of philanthropy and volunteer support in the region. Our mission includes enhancing quality of life and economic development for the people in the companies in which we invest and the communities in which they operate.

## GENERAL GUIDELINES FOR INVESTMENT



### TYPE OF INVESTMENTS

- Prefer majority/control equity investments with flexibility to add debt or mezzanine
- Management buyout, change in the composition of a family business, or recapitalization



### SIZE OF INVESTMENT

- \$4,000,000 to \$6,000,000
- Strong relationships with other capital sources for larger commitments



### INDUSTRY FOCUS

- Restaurants
- Manufacturing
- Financial Services
- Infrastructure
- Technology
- Healthcare



### COMPANY CRITERIA

- \$1,000,000 – \$5,000,000 in EBITDA
- Strategy aligned with industry trends or ability to reposition/restructure
- Significant Opportunity for growth where our relationship and experience can accelerate growth



### GEOGRAPHY

- Midwest Focus
- Consider Investments anywhere in the US

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## PORTFOLIO

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In 2013 we acquired Lion's Choice. Lion's Choice has been a St. Louis tradition since 1967 when Marvin Gibbs decided to create a healthy quick service option. Today, Lion's Choice has 27 Corporate and 3 Franchise locations throughout the St. Louis metropolitan area. The company is continuing to expand in St Louis and new markets. For more information, visit [www.lionschoice.com](http://www.lionschoice.com)



In 2014 we acquired The Printing Source. Originally founded in 1987, it has evolved from a small printing-brokerage business into a full-service print/production business. The Printing Source has earned a national reputation as a pioneer and leader in the invention and utilization of technology. With the acquisition of BlackThorn Marketing we created DyeSubSonic, a dye sublimation division focused on proprietary promotional products. In 2016, we acquired Columbine Printing and in 2017 Heartland Direct. For more information, visit [www.theprintingsource.com](http://www.theprintingsource.com)



In 2016 we acquired Hardin Industries. Hardin produces high quality generator set enclosures, weather proof and sound attenuated, UL142 listed base fuel tanks and trailers. Hardin meets the rigorous requirements of price, quality, durability, and on time delivery. Among other quality generator makers, they make packages for Cummins, MTU Kohler, and Caterpillar. For more information, visit [www.hardinindustries.com](http://www.hardinindustries.com)

**NATIVE**  
FOODS



In 2018 we acquired Native Foods Café. Native Foods was originally founded in 1994 in Palm Springs, California. It's one of America's premier fast-casual vegan restaurant chains, serving made-from-scratch, one-of-a-kind dishes inspired by an innovative culinary team. Native Foods is loved by both vegans and non-vegans. Compassionate dining is at the core with a mission to inspire the way the world eats using biodegradable and recyclable packaging, building LEED certified stores, supporting environmental and animal advocacy groups. For more information, visit [www.nativefoods.com](http://www.nativefoods.com)

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