

Overview


Changemaker Capital Partners LLC is a private investment group formed to acquire and operate a single, privately-held business as a platform for growth, value creation and positive impact. We are uniquely focused on companies that address social and/or environmental causes through their products/services, business practices or industries.

What We Look For

Size / Stage	Business Model	Company	Social/Environmental Impact
<ul style="list-style-type: none"> ➤ <u>Healthy, established businesses</u> ➤ Annual revenues of \$3M - \$50M ➤ <u>Steady annual cash flows of \$1M - \$6M</u> ➤ At least 10 employees ➤ <u>Strong mid-level management</u> 	<ul style="list-style-type: none"> ➤ <u>B2B or B2C services, information / media, technology, niche distribution, or value-added assembly business model</u> ➤ Large, <u>growing industry</u> with positive macro trends ➤ Relatively <u>stable, non-cyclical demand</u> ➤ <u>Fragmented market</u> with primarily local- or regional-level competition ➤ <u>US-based</u> operations, market and social/environmental cause 	<ul style="list-style-type: none"> ➤ <u>Recurring revenues</u> via repeat sales business model, long-term contracts or long product/service lifecycles ➤ Multi-year record of <u>stable & consistent profitability</u> ➤ Long-standing relationships with <u>diversified customer base</u> ➤ Niche, defensible product/service ➤ Owner willing to assist with transition; strong team to remain under new ownership 	<ul style="list-style-type: none"> ➤ Company's products, services or business practices poised to <u>address a social or environmental cause</u> ➤ Company mission rooted in employee culture, with <u>passionate team</u> engaged in the company's cause ➤ Particular interest in business models related to <u>information & education services, the environment, health & safety, sustainable food, and responsible alternatives</u> to conventional products and services

* We do not invest in: start-ups, distressed / turnaround situations, minority investments, consumer retail companies or franchisee rights.

How We're Different

		Private equity funds (financial buyers)	Competitors (strategic buyers)
Company's role	Our only investment and 100% of our full-time attention	One of many portfolio companies	Subsidiary or division of larger entity
Buyer's day-to-day focus	Growing and improving the business to drive impact	Finding & executing other deals	Driving financial performance of corporate parent
Source of capital	Small team of entrepreneurs & private investors experienced in growing businesses	Institutions, pension funds, insurance companies, endowments	Diverse base of public and/or private investors
Value creation	Revenue growth, operations improvements & best practices in sustainability	Financial engineering, cost-cutting, high-level strategy	Synergies with parent business, cost-cutting
Time horizon	Long-term, with no predetermined time horizon	Typically 3-5 years, depending on fund timing	Uncertain: subject to ongoing fit with parent company's strategy
Seller's involvement	Flexible - complete exit or ongoing participation	Typically require 2-3 year commitment	Varies
Commitment to mission	Core of our investment thesis	None	None

For additional information or to discuss a specific deal opportunity, please contact Max Prilutsky:

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