



ELVISRIDGE
CAPITAL



EXPERIENCED, FOCUSED INVESTORS IN THE LANDSCAPE & IRRIGATION INDUSTRY

With more than 40 years of combined experience in landscape and irrigation business management, the investment team at Elvisridge Capital offers manufacturers in these industries an opportunity to expand or sell their businesses.

INVESTMENT CRITERIA

We acquire or invest in established, privately held, middle- to late-stage, landscape and irrigation product manufacturers with:

- Revenues from \$1 million to \$10 million
- EBITDA of \$200,000 or more
- Niche leadership or identifiable product differentiation
- Management/employee retention is critical

WHY ELVISRIDGE CAPITAL?

Approach

We make investments for the long term — not simply to satisfy short-term goals. In addition, we offer the opportunity for management teams or owners to continue employment and participate in acquisitions.

Agility

We invest our own capital. Our decisions and valuations are made locally and rapidly — not by a large committee of investors.

Discretion

As focused, private investors, we consider transactions other firms may not. Often we're able to get comfortable with business risks, such as seasonality and customer concentration. In addition to providing equity, we can provide working capital and term debt with attractive terms, potentially eliminating the need for multiple debt providers.

PREFERRED SECTORS

These categories may have subcategories or related products. Here are examples of the type of products and manufacturers we seek.

Landscaping

- | | |
|----------------------|-------------------|
| • borders and edging | • buckets |
| • fabric and liners | • pots |
| • cements | • measuring tools |
| • adhesives | • safety tools |
| • sealants | • hats & gloves |
| • brooms | • hoses |
| • shovels | • pruners |
| • rakes | • knives |
| • masonry tools | • shears |

Irrigation

- | | |
|------------------------------------|-------------------------------|
| • hose reels | • sprinkler fittings |
| • lawn sprinklers | • PVC fittings |
| • drip irrigation fittings | • rain harvesting and barrels |
| • irrigation tools and accessories | • nipples |
| • valves | • watering cans |
| • valve boxes | |

2020 ACQUISITION



SurfaceLogix offers decorative and maintenance care products for pavers, stone and concrete surfaces.

CONTACT US

Headquartered in Cleveland, Ohio, Elvisridge Capital was founded by Michael Southard, Managing Partner. To speak with us about capital investment to expand or sell your business, contact Jack Miller, Vice President, at (216) 678-9900 or by email at jack@elvisridgecapital.com.