

## OVERVIEW

Established in 1997, Marquette Capital Partners is a private investment firm focused on junior capital investments in mature, smaller middle-market companies. The firm makes subordinated debt and equity investments in private companies in a wide variety of industries in amounts ranging from \$2 million to \$10 million. Through partnerships with financial institutions and ownership groups, the company has funded \$180 million in 35 companies for internal growth strategies, acquisitions, buyouts and recapitalizations. We are currently investing our second SBIC fund with investors consisting of banking organizations and several wealthy families and individuals with total funding of approximately \$95 million.

### INVESTMENT CRITERIA

**AMOUNT:** Marquette is prepared to invest between \$2 million and \$10 million in junior capital.

**DESIRABLE ATTRIBUTES:** Marquette invests in companies that have a history of profitability and stable or growing demand for its products or services.

**INDUSTRIES:** Manufacturing, valued-added distribution, business to business services, retail. No start-ups, turnarounds, real estate or project finance.

**COMPANY SIZE:** Marquette invests in companies that have annual revenues between \$10 million and \$100 million and annual EBITDA of at least \$2 million.

### INVESTMENT PHILOSOPHY

We are committed to working with management teams and ownership groups to unlock a company's full potential. We take a team-oriented approach to offer more than just capital including unique advisory assistance in the areas of optimizing capital structure, analyzing acquisitions and sourcing additional capital.

We believe that the investment business is truly a people business, driven by trust and mutual respect. The common thread to our success has been our commitment to partner with companies and management teams that have had a proven business model and a well-conceived strategy for long term value creation.

## PROFESSIONALS



**Tom Jenkins, President & CEO**  
[tom.jenkins@marquette.com](mailto:tom.jenkins@marquette.com)

Tom has over 30 years of executive experience with four leading Midwestern financial services organizations. In addition to founding Marquette Capital Partners, he served as the chief lending officer at Marquette Bank, a \$6 billion banking organization, from 1990 until 2002. Mr. Jenkins graduated from

Lawrence University and has a BBA in finance from the University of Wisconsin. He also earned an MBA from DePaul University.



**Greg Dames, Senior Managing Director**  
[greg.dames@marquette.com](mailto:greg.dames@marquette.com)

Greg has focused his 25 year career on structuring senior debt and mezzanine investments to growing middle market companies. Prior to joining Marquette Capital Partners, Mr. Dames was the head of commercial lending at Marquette Capital Bank, a highly successful start-up business bank. He is a

graduate of Rice University and earned his MA in international relations at Yale University.



**Steve Heinen, Managing Director**  
[steve.heinen@marquette.com](mailto:steve.heinen@marquette.com)

Steve has 19 years of experience in identifying and providing private capital to growing middle market companies. His experience includes both mezzanine debt and equity co-investing with private equity groups, high net worth families and individual owners/entrepreneurs. Mr. Heinen heads Marquette Capital

Partners' Chicago office. He earned his undergraduate degree from Drake University and his MBA from Northwestern University.



**Andrea Grosz, Managing Director**  
[andrea.grosz@marquette.com](mailto:andrea.grosz@marquette.com)

Andrea has over 17 years of investment and transaction experience. Prior to joining Marquette Capital Partners, Ms. Grosz was a transaction services professional for Ernst & Young and Baker Tilly. She has also worked as a Senior Equity Analyst for the investment bank of Wachovia, and as the

Vice President of Research for Chilton Investment Company. She is a graduate of the University of Wisconsin and holds an MBA from DePaul University. Ms. Grosz is also a CPA.



**David Shapiro, Managing Director**  
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David has 19 years of leveraged finance and private capital experience. Prior to joining Marquette Capital Partners, Mr. Shapiro had structured finance origination and portfolio responsibilities at U.S. Bank, Minneapolis. He is a graduate of Syracuse University and earned his MBA at the University of St. Thomas.



**Maggie Yanez, Vice President-Portfolio Manager**  
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Maggie has 30 years of senior and mezzanine lending experience in the middle market. Prior to joining Marquette Capital Partners, Ms. Yanez was a senior commercial lender at Marquette Capital Bank. She is a graduate of Iowa State University.