



**MONUMENT**  
MICROCAP PARTNERS

AN EXPERIENCED APPROACH  
TO PRIVATE EQUITY







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

Monument MicroCap Partners, LLC (Monument) 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 \$2-8 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 at the same cost per share as our equity.

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
- Management Team Enhancement



# 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 MONUMENT 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 Monument, it doesn't need to be. In choosing Monument, 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 Monument, 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 MONUMENT FOCUS**

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

- High-quality management team that will make a meaningful equity investment alongside Monument
- 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 Monument 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 Over 150 Years of Combined Experience

Monument Microcap Partners has assembled one of the deepest and broadest investment teams in the U.S. and Canadian Microcap private equity market. Our partners have over 150 years of combined experience in private equity investing and lending and have worked together in a variety of capacities over several decades.



**TIM HILDEBRAND**  
President

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Tim joined Monument in 2019 as Vice President and became President in 2021. Tim has over 8 years of middle market buyout experience. Prior to Joining Monument, Tim was a Senior Associate at HKW. Previously, Tim was an investment analyst at Northwestern Mutual Capital, the private asset arm of Northwestern Mutual Life Insurance Company. Tim earned his B.S. from Marquette University and MBA at The University of Chicago Booth School of Business.

Tim Serves on the board of directors at Kelly Roofing and Synergy IOM.



**GLENN SCOLNIK**  
Chairman & CEO

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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.



**RICK LARKIN**  
Operating Partner

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Rick has over 40 years of experience in finance, management, and M&A focusing on maximizing growth opportunities and enhancing stakeholder value in the private equity environment. He has served as the CFO of Xeeva, Inc. (a portfolio company of PeakEquity Partners), VP and CFO of AxelTech International Holdings, LLC (a portfolio company of The Carlyle Group), Managing Director at Angle Advisors (a Birmingham, Michigan investment banking firm) and Partner and CFO of GR Investment Group Ltd. (a private equity firm).

Rick earned his BA from the University of Michigan and his MBA from the University of Detroit. Rick is both a CPA and a CGMA and has served on numerous private equity backed, corporate and non-profit Boards of Directors.



**ROB TROXEL**  
Partner

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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 Monument and provides the firm with invaluable strategic and investment guidance. He is an investor in Monument and is a voting member of the Firm's Investment Committee.

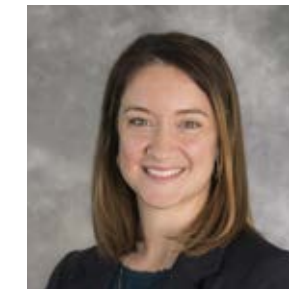


**COSMIN DORDEA**  
Associate

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Cosmin joined Monument in 2021 as an Associate. His primary responsibilities include evaluating and analyzing new potential investments made by the firm, due diligence, underwriting, and working with Monument's portfolio companies.

Prior to Monument, Cosmin was an Analyst at P&M Corporate Finance (PMCF), a middle-market investment bank. While at PMCF, Cosmin worked in the Plastics & Packaging Group where he advised clients on buy- and sell-side mergers and acquisitions. Cosmin earned his B.S. in Finance at Wayne State University's Mike Ilitch School of Business.



**HOLLY SANDLIN**  
Executive Assistant & Marketing Associate

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Holly provides administrative support for Monument and manages general marketing functions for the firm.

Prior to Monument MicroCap, Holly worked as the Financial Ombudsman at the University of Kentucky. She received her Bachelor's degree as well as her Master's degree from Eastern Illinois University. =

## 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



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# MONUMENT

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