



CANOPY CAPITAL PARTNERS, LLC

OVERVIEW





Investment Focus

- US Headquarters (preference for FL and SE-based companies)
- \$2M - \$10M in EBITDA
- \$10M - \$75M in enterprise value
- Majority preferred but will consider minority investments on case by case basis
- Industry preference: Business Services, Transportation and Logistics, Niche Manufacturing and Distribution

Approach

- CCP works closely with owners and managers to proactively:
- Enhance management teams including recruitment of new CEO (as applicable)
 - Improve IT systems, enhance reporting capabilities
 - Pursue growth opportunities through acquisitions and investment in sales & marketing
 - Ultimately, position for and manage through a successful exit

INVESTMENT PORTFOLIO

Company	Location	Description	Date
Current Portfolio Investments			
 Alloy Cladding Company, LLC	Jupiter, FL	Provider of specialized welding and maintenance services to the Pulp and Paper industry.	Dec 2018
Turtle Southeast Holdings, LLC			
 Turtle Southeast, LLC	Largo, FL	Provider of road maintenance services to paving contractors and municipalities.	June 2018
 Cheyenne Associates, LLC	Brooksville, FL	Full service paving and maintenance company offering a wide variety of services including asphalt paving, guardrail install and repair, highway signage installation, commercial mowing and other roadway projects.	Aug 2019
Past Portfolio Investments			
 Freight Force, Inc.	Anaheim, CA	Nationwide network of First and Final mile logistics providers serving Freight Forwarders and other 3PL's.	Jan 2015 - March 2018

PAST INVESTMENT ACTIVITY AT PREVIOUS FIRM - EXAMPLES

 Tampa, FL BUSINESS SERVICES	 St. Petersburg, FL 3 RD PARTY LOGISTICS	 Orlando, FL BUSINESS SERVICES	 San Francisco, CA CONTRACT RESEARCH	 Los Angeles, CA INTERNATIONAL LOGISTICS
---	--	---	--	---

Contact CCP

3401 W. Cypress St. Suite 204 Tampa, FL 33607
www.CanopyCP.com

main (813) 623-4041



CANOPY CAPITAL PARTNERS, LLC

PARTNER BIOS

SCOTT LONG – MANAGING PARTNER

PARTNER BIO – EMAIL: SCOTT@CANOPYCP.COM



Scott is the Founder and Managing Partner of Canopy Capital Partners ("CCP"). His responsibilities include deal origination and marketing, structuring and negotiating new investments and exits, portfolio company management, fundraising and investor relations.

Prior to founding CCP, Scott was a Senior Vice President with Palm Beach Capital ("PBC"), a lower middle market private equity firm where he ran their Tampa, FL office location from 2006 - 2017. While at PBC, Scott focused on deal origination as well as structuring and executing private equity transactions. Prior to joining PBC, he was a Vice President at SunTrust Robinson Humphrey in Orlando, FL from 2001 – 2006 where he focused on providing sell-side M&A advisory services for clients and prospects of SunTrust Banks. Scott began his career at Prudential Securities in 1996 in New York City.

Scott serves on the Board of Directors of Alloy Cladding Holdings, LLC (Jupiter, FL), Turtle Southeast, LLC (Largo, FL) and DesignShop Holdings, LLC (Orlando, FL). He is a former Board Member of Freight Force, Inc. (Anaheim, CA), Unitrans International Logistics, Inc. (Inglewood, CA) and Apollo Retail Specialists (Tampa, FL). Scott received a BS in Psychology and Business Administration (minor) degree from Vanderbilt University in 1995 and a Masters of Business Administration with a concentration in Finance from the University of Florida in 2000. Originally from Connecticut, Scott has resided in Central Florida since 2001 and lives in Tampa, FL with his wife and two children.

Mobile: (813) 546-8511

CHRIS THOMLEY, CPA – MANAGING PARTNER

PARTNER BIO – EMAIL: CHRIS@CANOPYCP.COM



Chris joined Canopy Capital Partners in 2018. His responsibilities include deal evaluation, fundraising and investor relations and a primary focus on portfolio company on-boarding and continuous management. He has worked with portfolio companies backed by private equity firms including GTCR, Sterling Partners, H.I.G Capital and Norwest Equity Partners.

Chris began his career with Ernst & Young, LLP Tampa in 1998 primarily serving private equity backed clients assisting in many accounting arenas that impact portfolio companies. Chris joined his largest client Keystone Group Holdings ("Keystone") in 2000 as Controller. During Chris' time with Keystone the company grew from \$40 million in revenue to approximately \$150 million in revenue, acquired and integrated over 100 locations, and went public. During his tenure at Keystone Chris was promoted to Chief Accounting Officer and worked intimately with operational leaders. Ultimately Keystone was acquired by Service Corporation International (NYSE:SCI) in 2010 for \$256 million. As a spin-out of the Keystone exit, Chris was part of the executive management team of Keystone that procured private equity funding from Sterling Partners and established Foundation Partners Group. Foundation acquired homes carved out from the Keystone-SCI transaction. Chris served as Foundation's CFO until his departure in 2011.

In 2012, Chris joined Pet Services Operating Corp (Paws Plus) as its CFO. PawsPlus was a veterinary services portfolio company of H.I.G. Capital that was sold to Petco Animal Supplies, Inc. in 2014.

Chris then joined Norwest Equity Partners backed Cyber Risk Management (Focal Point) as its CFO. Focal Point is a data-risk management company, specializing in cyber risk. Before departing in 2017, Chris helped Focal Point acquire and integrate three companies and grow revenues threefold.

Chris holds a BS and MS in Accounting from the University of Florida as well as his CPA license in Florida. He lives in Tampa with his wife Carin and two children Dylan and Kaitlin.

Mobile: (813) 957-8591

INSTITUTIONAL INVESTORS CCP PRINCIPALS HAVE WORKED WITH PREVIOUSLY



Contact CCP

3401 W. Cypress St. Suite 204 Tampa, FL 33607

www.CanopyCP.com

main (813) 623-4041