

BrightPath Capital is a private equity firm based in Indianapolis, Indiana, bringing capital as well as financial and operating expertise into partnerships with high-integrity entrepreneurs and management teams to help them grow their established small to medium-sized businesses. Whether we assume a minority or majority ownership interest when we invest, our goal is to back good business people who believe they can be better with the assistance of like-minded partners.

We provide capital for organic growth, acquisitions, management buyouts or recapitalizations. We enter into partnership with managers who share our belief that we have a lot to learn from one another, and that combining our resources doesn't simply add value—it multiplies it. In addition to the equity invested by BrightPath, a network of individual investors and investor groups stands ready to provide additional capital when required.

Investment Criteria

Company	Minimum revenue of \$3 million
Size:	Minimum EBITDA of \$500,000 No minimums for add-on transactions
Geography:	United States, but prefer Midwest
Industries:	Flexible and open to most industries Will not invest in high tech, retail, restaurants, start-ups, or turnarounds
Investment Model:	Equity investments of \$1 to \$5 million Minority or control positions Meaningful equity incentives for management
Targeted Company Attributes:	Compelling management credentials Recurring and predictable cash flow Strong and defensible market position Significant barriers to entry Credible plan for growing business Low risk of technological obsolescence

Principals

Douglas P. Conner – Prior to founding BrightPath Capital, Mr. Conner was a Principal at Cardinal Ventures, LLC, an Indianapolis-based lower middle market private equity firm. Mr. Conner joined Cardinal in 1996 and played key roles in the sourcing, closing and monitoring of over 20 separate transactions. Prior to working at Cardinal, Mr. Conner was an investment banker with McDonald & Company Securities and a consultant with Bain & Company. He also worked as a Systems Engineer and Marketing Representative for IBM Corporation. Mr. Conner earned a BA from DePauw University in 1979 and an MBA from Harvard Business School in 1984, where he was a Baker Scholar, a distinction awarded to the top 5% of each class.

J. Mitchell Rader – Prior to founding BrightPath Capital, Mr. Rader was the Vice President of Finance & CFO for Red Gold, Inc., the largest integrated tomato processor in North America. His primary responsibilities at Red Gold included managing all financial reporting, tax reporting, insurance, benefits, activity-based costing, credit, banking, strategic planning, risk management and information technology. Prior to Red Gold, Mr. Rader held senior financial positions at Lime-O-Sol, RHM Industrial Specialty Foods, and Downey Designs International. He began his career at KPMG Peat Marwick and gained his CPA certificate in 1985. Mr. Rader earned a BS from Ball State University in 1982.

BrightPath Capital

9265 Counselors Row, Suite 100
Indianapolis, IN 46240
www.brightpathcapital.com

Doug Conner

E-mail: doug@bpathcap.com
Phone: 317-564-5400
Fax: 317-564-5401
Cell: 317-513-0348

Mitch Rader

E-mail: mitch@bpathcap.com
Phone: 317-564-5402
Fax: 317-564-5401
Cell: 317-371-9066