

Capital to Elevate Your Business

Who We Are

Notch Capital is a private investment firm specializing in buyouts and recapitalizations for family owned small and medium sized businesses in the home heating, cooling and services industry. Our team has worked with over a hundred companies in the delivered fuels, HVAC and other in-home services sectors and we are keenly aware of the unique challenges and opportunities facing business owners.

Fueled By Expertise

We bring domain expertise developed from an unmatched mix of investment experience, operations experience and extensive advisory work with business owners. We realize that sector consolidation and growing capital requirements present unique challenges. Our desire is to team with focused, forward-thinking operators to tackle these issues and the rapidly developing customer, staffing and regulatory demands impacting the industry. Notch Capital has the knowledge, insight and resources to help our platform companies unlock their potential.

Why We're Different

Notch Capital is designed to provide alternative capital approaches for sellers looking to fund retirement and for owners desiring to achieve scale through acquisition. As an investor and financial buyer, we offer sellers the opportunity to roll over equity to participate in the ongoing business. This brings both tax advantages and the possibility of a significant "second bite of the apple" for sellers that strategic buyers do not offer. We strive to keep your company legacy and brand in place and view the management team as a critical component of the transaction.

Our Deal Types

We structure our investments to best meet the business owner's objectives. Our team and advisors are experienced in:

- Acquisitions
- Majority buyouts
- Recapitalizations
- Equity rollovers
- Corporate carve-outs
- Generational Transitions

The team at Notch Capital strives to be a reliable and transparent partner throughout the transaction process.

Investment Criteria



Financial

Revenue of \$25 million +
EBITDA of \$2 million to \$10 million



Ownership

Purchase of complete or majority stake



Industry Focus

Retail Heating & Cooling and Home Services, including:
Fuel Distribution (propane and heating oil)
Renewables Distribution
HVAC
Other In-home Services



Characteristics

Founder or Family-Run Business
Consistent Profitability
Fragmented Industry
Stable Customer Relationships
Experienced Management Team



Investment Horizon

5-10 years



Geography

Preference for Companies Operating in the Eastern United States

Enthusiastic, Forward Thinking Management Teams

We look to retain management teams that have a passion for their field and are eager to think outside of the box. We have extensive experience working with heating and cooling service companies to maximize their potential. We are proud of our strong industry partnerships and strive to make the experience of working with the team at Notch Capital a pleasant and professional experience.



Managing Member Biography

Jeffrey Simpson has forged a 25+ year career specializing in building the value of businesses in the home heating, cooling and retail distributed fuels industry. His experience in the industry includes a rare mix of operations experience, mergers and acquisitions negotiations, financial advisory support to senior management and securing the capital necessary to effectively operate and grow. Deeply ingrained with industry dealmakers and debt and equity providers, Jeff has been an integral participant in investments and acquisition transactions, serving previously as Managing Director of Angus Energy's Advisory & Finance Group and as the asset manager of a niche industry lower middle market private capital fund for more than a decade. He has held positions on the energy finance teams at RenRe Energy Advisors Ltd., Citizens Financial Group and UPS Capital Business Credit. Jeff began his career in an operations role with Shipley Energy Group. He earned a B.A in Economics from Villanova University and a J.D. from the Syracuse University College of Law.



To discuss new investment opportunities, please contact:

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