

# Trove

## Capital Partners LLC

Trove Capital Partners LLC is a provider of debt and equity capital to leading lower middle-market businesses throughout Southern California.

We seek opportunities to invest up to \$15 million in established small businesses with solid management teams and strong opportunity for growth. We focus on profitable companies in the consumer products, business services and specialty manufacturing industries with proven track records of success and limited technology risk. Our strategy is to partner with talented management teams who have the dedication and commitment to grow their businesses.

Our investments provide capital for organic growth, acquisitions or liquidity for individual owners and their families. In each of our investments we strive to serve as a value-added partner with management. Trove Capital is led by Todd Wilson, who has over 15 years experience as an investor and advisor to small businesses. Mr. Wilson's deep network in Southern California is supplemented by a broad team of investment and operational advisors.

## Investment Criteria

Trove Capital typically invests \$3-15 million in small businesses in Southern California. We focus on a wide variety of industries, but have an extensive background investing in consumer products, business services and niche manufacturing businesses. We provide equity and debt to companies with up to \$5 million of operating cash flow with developed products and committed management teams. Our investment process includes rigorous due diligence prior to making an investment.

We offer flexible and customized investment structures to fit the specific needs and resources of each company. We develop close partnerships with the companies in which we make investments. Typically, a Trove Capital Principal or advisor will serve on the Board of Directors. In addition, our support for our portfolio companies can involve making available appropriate additional consulting and advisory services from affiliated or third party sources. Our common goal with each of our portfolio companies is maximizing their performance and valuation.

Trove Capital prides itself on providing innovative financing solutions to middle market companies. Trove excels in customizing investment structures to fit the unique characteristics of each company and has the ability to provide both debt and equity. We consider ourselves strategic and financial partners in the companies we invest in and strive to maximize returns for all stakeholders.

## Team

Todd Wilson is the Managing Partner of Trove Capital Partners. Most recently, Mr. Wilson created and led the Office of Small Business for the City of Los Angeles. While at the City of Los Angeles, he worked for Mayor Antonio Villaraigosa to launch the City's first effort dedicated exclusively to small business owners.

Previously, Mr. Wilson spent more than eight years at American Capital Strategies where he led more than \$700 million of equity and debt investments. Prior to joining American Capital, he spent three years as a Principal at Wind Point Partners, a Chicago based private equity firm. Previously, he worked in the Investment Banking Groups of Montgomery Securities and Merrill Lynch where he was an Associate and an Analyst, respectively, focusing on healthcare projects.

Mr. Wilson holds a BA from The Wharton School of Business and an MBA from the Fuqua School of Business at Duke University. He was also awarded a Kauffman Fellowship, a venture capital fellowship sponsored by the Kauffman Foundation.

## Contact Us

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