



CHARLOTTESVILLE, VA

Wacona Capital is a private equity firm focused on partnering with leading founder & family owned companies in the lower middle market. Through providing strategic guidance and operational support, we collaborate with business leaders to develop a shared vision of success and a plan outlining how to get there. Wacona seeks opportunities to invest in businesses where we can leverage our depth of experience to provide our partners with the tools and resources necessary for the next chapter of growth.

INVESTMENT CRITERIA

- **Industrial Services:** We seek to partner with growing businesses that provide critical services to customers in industrial end markets.
- **US Lower Middle Market:** Our focus is primarily on US-based companies that have between \$3 and \$20 million of EBITDA.
- **Family / Founder Owned:** Wacona's experience has been centered around teaming up with entrepreneur-led private businesses.
- **Flexible Structures:** Majority recapitalizations, growth capital investments and management buyouts all fall within our strike zone.
- **Partnership-Oriented:** Whether through organic or inorganic means, we seek situations where we can partner with management to deliver on a vision for growth.

ACTIVE SEARCHES

RAIL SERVICES



- Railway / Railcar Maintenance & Repair
- Intermodal Transportation & Logistics
- Testing & Inspection
- Safety Management

FIRE & LIFE SAFETY SERVICES



- Monitoring, Compliance & Consulting
- Inspection, Repair, Decommissioning & Replacement Services
- Design, Engineering & Installation

DATA CENTER SERVICES



- Specialty Electrical Services
- NETA Testing
- Material Handling
- Facility Management

PORTFOLIO AND SELECT PRIOR EXPERIENCE

MID-ATLANTIC POWER SPECIALISTS



HQ: Sterling, VA

Status: Active (Sept. 2024)

Specialty Electrical Services focused on Data Centers

SEEKING ADD-ON'S:



CORE STATES GROUP



HQ: West Chester, PA

Status: Active (Apr. 2022)

Engineering & Architecture Services

SEEKING ADD-ON'S:



A&A TRANSFER



HQ: Chantilly, VA

Status: Realized

Specialty Rigging & Logistics Management Solutions

MARIANNA



HQ: Omaha, NE

Status: Realized

Personal Care Manufacturing

CONTACT INFORMATION

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