

Consumer Products and Services Deals for June 2018

Company Name	Description	Deal Synopsis
404-CUT-TREE	Provider of landscaping, tree trimming and tree removal services in Atlanta and North Georgia area. The company provides a wide range of tree services including tree removal, tree care and health, tree trimming, tree growth assessment, fertilization and seasonal and emergency maintenance delivered by its team of certified arborists who assess the health, stability and structural integrity of trees along and conduct soil examination, enabling customers to find the most appropriate solution for their tree issues.	The company was acquired by SavATree, via its financial sponsors CI Capital Partners through an LBO on June 5, 2018, for an undisclosed sum. The acquisition enables SavATree to expand into Georgia with an extended capabilities and menu of service options.
Behold Home	Manufacturer of motion furniture. The company specializes in the designing and manufacturing of motion upholstered furniture such as reclining chairs, sofas and sectionals.	The company received an undisclosed amount of development capital from Ironwood Capital, Pittco Capital Partners, Jackson Capital Management and Dobbs Management Service on June 1, 2018. The investment is in support of Behold's purchase of Washington Furniture of Pontotoc, Mississippi, a leading manufacturer of stationary upholstered furniture.
BetterDoctor	Provider of a healthcare provider data platform designed to improve the flow and quality of healthcare data so that patients can get the care they need when required. The company's doctor searching platform offers a web and mobile application that helps to validate and deliver accurate provider data of health plans, health systems and other doctor related data, enabling patients to find all health related information at one place.	The company was acquired by Quest Analytics, via its financial sponsor Vestar Capital Partners, through an LBO of an undisclosed amount on June 18, 2018.

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Blackhawk Network Holdings	Provider of prepaid products and payment services. The company operates as a global financial technology firm and is a leader in connecting brands and people through branded value services through its platforms which enables the management of stored value products, promotions and rewards programs in retail, ecommerce, financial services and mobile wallets.	The company was acquired by Silver Lake Management and P2 Capital Partners through a \$3.5 billion public-to-private LBO on June 15, 2018. Barclays, BofA Merrill Lynch, Citigroup, J.P. Morgan and The Goldman Sachs Group provided debt financing for the transaction. As a result of the completion of the acquisition, Blackhawk's common stock will cease trading on the NASDAQ Stock Market.
Bush Industries	Designer and manufacturer of furniture. The company is a manufacturer of case goods, ready-to-assemble and fully assembled commercial furniture designed for office and home applications.	The company was acquired by Lorraine Capital and Landon Capital Partners through an LBO on June 8, 2018 for an undisclosed sum. Ironwood Capital and PNC provided mezzanine financing for the transaction.
C&C Communications	Retailer of wireless communication devices. The company's products and services include mobile phones, mobile repair, mobile accessories and mobile data and connectivity services.	The company received \$10 million of development capital from Alaris Royalty on June 4, 2018. The financing will be used to fund an acquisition of an additional thirty three Sprint locations in Washington State, Oregon, Idaho and California bringing total locations managed by ccComm to ninety six in seven states.
Chobani	Producer and retailer of Greek yogurt products. The company's Greek yogurt is produced in the United States and comes in a variety of flavors enabling consumers to access nutritious and natural yogurt options.	The company received an undisclosed amount of development capital from Healthcare of Ontario Pension Plan on June 28, 2018. The investment will be used to buy back the warrants that are owned by TPG Capital.
Corky's BBQ	Operator of barbecue restaurant in Tennessee, United States. The company sells barbecued ribs, pork, chicken and beef in its restaurants and through its online distribution channel, offering its customers to enjoy fresh and delicious meals.	The company received an undisclosed amount of development capital from Dobbs Equity Partners on June 8, 2018. The company will utilize the money for expansion purposes and will open 15 additional stores over the next three years as well as invest and expand the Corky's food manufacturing and distribution operations.

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Fast Water Heater Company	Provider of installation and repair of water heating equipment. The company installs traditional tank water heaters, tank-less water heaters and heat pump water heaters, and offers maintenance if customers are running out of hot water, or water heater is leaking.	The company received an undisclosed amount of development capital from Montlake Capital on June 26, 2018. The company was recapitalized as a result of the transaction.
Good Sportsman Marketing	Designer and distributor of hearing amplification and protection devices. The company specializes in bringing innovative products to market in a variety of different categories from portable LED lighting and game calls to technologically advanced scouting, surveillance and action cameras.	The company was acquired by Sentinel Capital Partners and Yukon Partner through an LBO on June 7, 2018, for an undisclosed sum.
Honey Smoked Fish Company	Producer of packaged honey-smoked salmon intended to provide pre-cooked ready-to-eat seafood. The company sources high-quality fresh salmon which are marinated and smoked over hickory, enabling customers to enjoy tasty and ready to eat products with high Omega-3 content.	The company was acquired by McCarthy Capital through an LBO on June 28, 2018 for an undisclosed sum. The acquisition will be the investor's first seafood investment.
Invisible Waste Services	Provider of valet trash services. The company's products and services offer simple bag pick up and traditional in-house container waste services and use a patented trash closing mechanism, providing multi-family residential communities with lower maintenance costs, increased security and a cleaner residential facility.	The company, a subsidiary of Cascade Engineering, was acquired by Valet Living, via its financial sponsors Ares Private Equity Group and Harvest Partners, through an LBO on June 22, 2018 for an undisclosed sum.
Laws Whiskey House	Producer of whiskey. The company produces whiskey by milling grains and then cooking them to create a complex sour mash which is then distilled in a four plate pot and is then aged for a minimum of two years, providing customers with a true blend of whiskey which has a good taste.	The company received an undisclosed amount of development capital from First Beverage Group on June 27, 2018. The funds will be used to expand the company's capacity at the production facility, grow sales and marketing and enhance the brand's tasting room in Denver.

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Lime Crime	Operator of a pioneering, digitally native beauty brand started to encourage unabashed self-expression. The company's collection offers vegan and cruelty-free makeup products created for various occasions and looks, enabling consumers to express themselves unapologetically.	The company was acquired by Tengram Capital Partners through an LBO on June 18, 2018 for an undisclosed amount. The Tengram acquisition will support Lime Crime's growth strategy, creating more ways for its passionate consumer base to experience the brand's unique products and signature whimsical universe.
Meridian Restaurants Unlimited	Operator of a chain of franchise restaurants. The company operates Burger King and Chili's restaurants and El Pollo Loco stores.	The company was acquired by Polar Star Capital Partners through an LBO on June 13, 2018 for an undisclosed sum. The transaction also included capital outlay to support the acquisition of an additional 25 existing Burger King restaurants in the Kansas and Nebraska markets.
Milani Cosmetics	Manufacturer of cosmetics and beauty care products. The company's face, lip and eye products are for women of any age, style and skin tones, enabling them to meet their beauty goals.	The company was acquired by Gryphon Investors through an LBO in June 2018 for an undisclosed sum.
Native Foods Cafe	Operator of a vegetarian fast-casual restaurant. The company is engaged in serving authentic, chef-crafted recipes, utilizing house-made and organic ingredients, enabling customers to taste vegetarian dishes for a competitive price.	The company was acquired by Millstone Capital Advisors through an SBO for an undisclosed amount on June 21, 2018.
Nulo Pet Food	Operator of a chain of retail outlets intended to provide food products for dogs and cats. The company's chain of retail outlets provides food products made from natural and full organic raw materials with nutritional benefits, enabling pet owners to avail premium dog and cat food to keep their pets healthy, happy and strong.	The company received \$28.4 million of development capital from Main Post Partners on June 28, 2018. The company intends to use the funds to drive consumer awareness, new product innovation and enhanced retailer merchandizing and support.
Revolution Dancewear	Designer, manufacturer and retailer of specialty dance-wear and footwear products. The company offers bodywear, footwear and recital costumes directly to the consumers and dance studios in the United States, Canada, United Kingdom and across Europe.	The company was acquired by Audax Group through an LBO on June 27, 2018 for an undisclosed sum.

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Slickdeals	Operator of an online deal community website. The company's online community website enable visitors to share, rate and review deals and coupons across a wide variety of products and retailers.	The company was acquired by Goldman Sachs Merchant Banking Division and Hearst Communications through an \$500 million LBO on June 14, 2018.
The Quizno's Master	Operator of a chain of fast food restaurants intended to serve various culinary dishes. The company's restaurants provide food that tastes great and that use only the highest quality ingredients to create various lunch options.	The company was acquired by High Bluff Capital Partners through an LBO for an undisclosed amount on June 11, 2018. The acquisition will enable Quiznos to capitalize on recent successes and elevate its future brand and sustainable growth.
Westgate Cruise and Travel Collection	Provider of travel and cruise services designed to offer vacation and travel programs to its members. The company partners with leading brands including financial services and travel companies to offer their customers access to travel and leisure products at preferred rates. Its proprietary technology enables it to offer a wide range of loyalty, rewards and open-itinerary travel products across a variety of inventory types including cruise, resort and hotel offerings.	The company was acquired by 3i Group, John Rowley, Marcia Rowley and other senior executives through a \$150 million LBO on June 8, 2018. 3i provided significant support to help the company grow internationally and improve its offering for customers through enhanced sales and marketing initiatives. The company received \$220 million of debt financing in the form of \$30 million revolving credit line and \$190 million term loan from Sumitomo Mitsui Banking, ING Capital and Bank of Ireland.