

The business of building businesses

Fort Point Capital is a private equity firm that provides capital, know-how, and expertise to promising service-oriented companies in the lower middle market. We work in close partnership with management teams to build durable business value over time and help companies compete and win in their respective markets.

Sectors of interest

- Business Services
- IT Services & Software
- Transportation & Logistics
- Value-added Distribution
- Marketing & Media Services
- Professional Services/Training & Education
- Field & Route-based Services
- Industrial, Testing & Engineering
- Healthcare, Life Science/Pharma Services

Focused strategy

Fort Point Capital seeks to invest in leading service-oriented companies in the lower middle market to which we believe the addition of our capital and operational expertise can add significant value.

We combine rigorous deal generation, business due diligence, and long-term portfolio support for companies across a range of sectors with up to **\$125 million in Enterprise Value**.

Committed capital

Since the firm's inception in 2010, Fort Point Capital has raised close to **\$640 million in equity commitments** across various investing entities and has invested in more than **50 companies** across **three funds**.

Challenges we help overcome

Our investment professionals have a proven track record of successfully helping businesses in the United States and Canada overcome the challenges typically experienced during the growth phase, including:



Strategic Planning



Enhancing Marketing & Sales



Geographic Expansion



Accretive Acquisitions



Investing in Technology



Building Your Board



Management Augmentation



Pricing Strategy



Organizational Design

Connect with our team

Contact us to discuss how we can help your company grow.

EXECUTIVE TEAM

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Seeking add-on acquisitions to the portfolio

Fort Point Capital is currently investing its third Fund in service-oriented companies across a broad range of sectors. In addition, the following companies are looking to grow through add-on acquisition.



AMS Fulfillment is a full-service outsourced logistics provider offering order management, warehouse, inventory management, reverse logistics, and other value-added, complex fulfillment services to fast-growing consumer products companies primarily in the beauty/cosmetics, apparel, footwear, and accessories sectors.

Contacts: Christina Pai & Michael Duffy | amsfulfillment.com



BMG360 is a technology-enabled marketing services business that focuses on direct response advertisements across television, digital, audio, and direct mail media channels. The Company offers advertising services through both branded and generic models, primarily to customers in the insurance, healthcare, and consumer products and services verticals.

Contacts: Christina Pai & David Gagliardi | bmg360.com



CellSite Solutions is a leading provider of telecom infrastructure asset refurbishment and related services. The Company's offerings include custom modification and refurbishment of telecom shelters, equipment installation, site planning and design, as well as other maintenance and repair services.

Contacts: Paul Lipson & David Gagliardi | cellsitesolutions.com



EventLink is a leading provider of experiential marketing services and has built a reputation for creating and executing some of the most logistically challenging marketing events in North America. EventLink has developed strong relationships with its customers, including BMW, Wunderman and the Navy Partnership, Blue Cross Blue Shield of Michigan, and General Motors.

Contacts: Brooke Ablon & Michael Duffy | go2eventlink.com



ICE HOUSE AMERICA

Ice House America is the largest automated vended ice platform in the United States. The Company has assembled and sold over 4,000 ice vending machines to independent owner-operators and national accounts throughout the U.S., and operates a Company-owned fleet of ice vending units, primarily in the Southern U.S.

Contacts: Christina Pai & Michael Brofft | icehouseamerica.com



Jones Lake Management is an industry-leading provider of professional pond and lake management services. The Company offers a range of services, including annual, recurring pond and lake treatment services, fish stocking, aeration systems and services, algae and aquatic weed management, and other related services.

Contacts: Paul Lipson & Michael Brofft | joneslakemanagement.com



Nova is a leading provider of creative automation software for digital advertising that enables advertisers to repurpose creative assets originally developed for social platforms to be easily distributed across the open internet, mobile apps, and connected TV. Nova's core offering allows agencies, ad-tech platforms, publishers, and brands to maximize the value of social creative by running these ads programmatically at scale.

Contacts: Brooke Ablon & David Gagliardi | createwithnova.com



Strata Information Group is a best-in-class provider of IT services to higher education institutions. The Company offers a range of services, including software implementation, cloud migration, digital transformation, database administration, and ongoing support services.

Contacts: Christina Pai & Michael Brofft | sigcorp.com



VayKLife (FKA ROX360) is a tech-enabled marketing platform that provides technology-driven logistics/fulfillment services and customer retention services for vacation rental management customers.

Contacts: Christina Pai & Michael Duffy | vayklife.com



Visu-Sewer is a leading provider of critical wastewater infrastructure services, specializing in trenchless pipeline rehabilitation, maintenance and repair, video inspection, pipe jet cleaning, sealing, and water blasting. Offering a diversified and essential solution suite for its municipal and commercial customers, Visu-Sewer is a critical partner in servicing aging wastewater infrastructure.

Contacts: Paul Lipson & David Gagliardi | visu-sewer.com



The Yandell Family of Companies is a leading integrated temperature-controlled warehouse solution and critical supply chain partner to the winery ecosystem, providing transportation, warehousing, logistics, and value-added services to the wine, food, and beverage industries.

Contacts: Brooke Ablon & Michael Brofft | yandell-scw.com