

ABOUT US

Founders is a **family-owned** company that invests its own capital and applies operating know-how to build a **group of thriving food businesses** and exceptional partnerships we can all be proud of.

Our partners combine **deep operating knowledge** with over **30 years' experience** making control investments in over **80 private companies**. We have a track record of transacting with speed and price certainty as a group of highly experienced partners investing our own capital.

We are building a family of **related food businesses** in mature, stable food segments, and we are **actively seeking new investments**.

ACQUISITION CRITERIA

1. Focus on **food / beverage** manufacturers or distributors or businesses in an adjacent space such as packaging; also invest in **related real estate**.
2. Primary focus on businesses with **\$5 to \$10M of EBITDA (USD or CAD)**; **stretching to \$10 to \$25M of EBITDA (USD or CAD)** for exceptional opportunities; no size limitation for add-on acquisitions to existing businesses.
3. Geographic focus in **Midwest, Southwest or West of USA or Canada**, extending to East within priority business segments (e.g., protein).
4. Preference for **mature and durable businesses** that are cash-flow generative and include manufacturing or distribution assets.

DIFFERENTIATION



Partners' Own, Private, Longer Term, Flexible Capital, With Respect for the Founder



Balanced Team with Deep Operating Know-how & Strong M&A Capabilities



Food / Beverage Sector Focus & Expertise



30+ Year Acquisition & Financing Track Record

HISTORY & EXPERIENCE

The origins of our family firm are rooted in a 30+ year family partnership between two of the founders of Tricor Pacific Capital Inc., Rod Senft and Trevor Johnstone, who led the middle-market private equity firm's Funds I through IV, managing over \$1.0 billion in equity capital. Founders was created in 2014 with the addition of a third family (Richard Harris, of Fund IV's Golden Boy Foods) and a second generation (Derek Senft).



ROD SENFT
PARTNER



RICHARD HARRIS
PARTNER



TREVOR JOHNSTONE
PARTNER



DEREK SENFT
PARTNER



BRIAN PETTIPAS
DIRECTOR



CHRISTIAN MAAS
DIRECTOR



AILSA HARRIS
DIRECTOR



FAYE EVANGELISTA
MANAGER – FP&A



ZAK NASH
SENIOR ASSOCIATE



SABRINA HAMILTON
EXECUTIVE ASSISTANT

FOUNDERS
COMPANY

OPERATING
COMPANIES

BRANDS &
DIVISIONS

BUSINESS
DESCRIPTION



Purewater Foods
— A FOUNDERS COMPANY —

Building a family of related specialty protein businesses.



Presteve Foods
— A FOUNDERS COMPANY —



Largest harvester, processor, distributor of freshwater fish on the Great Lakes.

Locations: Wheatley, ON; Kingsville, ON; Batchawana Bay, ON

FT Employees: Approx. 240

Products: Freshwater fish (fresh/frozen), i.e. walleye, yellow perch, white fish, smelt.



Armand Agra
— A FOUNDERS COMPANY —



Processor, distributor of meat and seafood, including specialty meats.

Locations: Reno, NV; Carson City, NV; Seattle, WA

FT Employees: Approx. 210

Products: Conventional meat and seafood, as well as specialty meats, i.e. bison, wagyu, wild boar, elk.



Ganache Gourmet
— A FOUNDERS COMPANY —

Building a family of related gifted confections businesses.



Ganache Brands
— A FOUNDERS COMPANY —



Specialty manufacturer of custom, personalized edible gifts and confections.

Locations: Blaine, WA

FT Employees: Approx. 45

Products: Custom, engraved, chocolate products, variety of confectionary items, in custom designed packaging.



Freshstone Kitchen
— A FOUNDERS COMPANY —

Divested April 2020
Building a family of related prepared foods businesses.



Freshstone Brands
— A FOUNDERS COMPANY —



Manufacturer of a variety of ready-to-eat, prepared foods.

Locations: Kitchener, ON; Vaughan, ON; Delisle, SK; Charlottetown, PE

FT Employees: Approx. 300

Products: Ready-to-eat entrees, coleslaw, salads, side dishes, appetizers, and dips.