

NORTHWOOD VENTURES



For over thirty years, Northwood Ventures has been a leading venture capital and buyout investor. Partnering with experienced, successful management teams, we invest at all stages of company growth. Our long-term investment horizon, entrepreneurial orientation, and collaborative approach make us a unique and attractive partner for deserving management teams.



CREATIVE

We look at opportunities not checklists. It's in our DNA to find new ways to help our partners create value; we roll up our sleeves, and with no red tape and no committees, move quickly with creative solutions.



COLLABORATIVE

A partnership isn't just a deal, it's a relationship. We've found that by actively collaborating with our management teams we're able to open more doors, forge smarter solutions, and build greater successes together.



EXPERIENCED

Northwood is among the most experienced firms in the private equity industry and our principals have been together for decades. We have invested in over 170 companies across a wide array of industries. This experience enables us to work outside the box and generate better results.



LONG-TERM

We are structured as an evergreen fund and not restricted by expiration dates. Our patient approach gives our partners the time they need to succeed, often far beyond the typical five-year horizon.



HIGH INTEGRITY

Our intentions are clear and our word is strong. It's who we are and what we do; we only work with partners with similar ideals. Without it, there can be no partnership.



VALUE ADDED

We participate actively with management on strategic issues, including long-term planning, acquisitions and executive recruitment. Our excellent relationships with highly regarded professionals in many venture capital, private equity, independent sponsor, legal, banking, and consulting firms, greatly benefit our portfolio companies.



PRIMARY AREAS OF INTEREST:



CONSUMER

- Branded Consumer Products
- Health & Wellness
- Restaurants
- Retail



COMMUNICATIONS

- Broadcasting
- Service Providers
- Spectrum
- Wireless Services



MANUFACTURING/OTHER

- High Gross Margin
- Low Technology
- Services
- Unique Opportunities



INVESTMENT TYPES

Growth equity, venture capital, management buyouts, and recapitalizations



CONTROL RIGHTS

Prefer majority but will also invest alongside others. Board seat typically required



AMOUNT

\$2,000,000 to \$12,000,000; we also invest in larger financings, as lead sponsor or as a participant



HOLDING PERIOD

Typically four to seven years. Ability to hold 10+ years

PETER G. SCHIFF

Managing Partner & Founder

Prior to founding Northwood Ventures in 1983, Peter worked in the private equity division of Warburg Pincus Co., and previously had been an officer in the corporate division of Chemical Bank (now JPMorgan Chase & Co.). Aside from serving as a director of many of Northwood's portfolio companies, he is also a member of the Advisory Board for the North Shore Land Alliance and is a trustee of Hofstra University where he has served as Vice Chairman and Secretary of the Board. He is also a member of the Board of Overseers for its new medical school: Hofstra Northwell School of Medicine. Peter is a graduate of Lake Forest College where he majored in both International Relations and Politics. He received an M.B.A. from University of Chicago's Booth School of Business with concentrations in Finance and Marketing. In 2009 he was awarded an honorary degree of Doctor of Laws by Lake Forest College after serving as a trustee for 16 years, culminating in being its Chairman. Additionally, Peter served for many years on the boards of the New York Racing Association, East Woods School, Brooks School, and the Community Foundation of Oyster Bay. Peter lives on Long Island with his wife and enjoys fly fishing, bird hunting, golf, horse racing, travel and family time.



Board Positions:

Celebration Restaurant Group
Community Broadcasters
Interboro Insurance
Jack Rogers
JVC Media
Pacific DataVision
Zevia
Gogo*
Ibex*
Orbcomm*

*Former Board Member

PAUL R. HOMER

Managing Director

Paul joined Northwood in 1999, after serving as a financial analyst for a venture capital-financed retailer with over 80 stores. While there, he evaluated various capital raising alternatives for the rapidly growing firm and developed a financial reporting system. In addition to reviewing new investment opportunities, and serving on the board of several of Northwood's portfolio companies, he is a director of both, Long Island Lutheran Day School and Long Island Lutheran Middle and High School where he also serves as treasurer. Paul is active in his church, St. Paul's Lutheran Church in East Northport, NY, where he is a member of the executive committee of the council. For several years, Paul was a director of the Long Island Capital Alliance. He received an M.B.A., with distinction, from the Zarb School of Business at Hofstra University, and received a B.S. in Finance, magna cum laude, from Bentley College. Paul lives on Long Island with his wife and two sons. He enjoys spending time with his family as well as traveling.



Board Positions:

Air Waves
Community Broadcasters
Interboro Insurance
JVC Media
Rudy's Barbershop
Stone Goff Partners*

*Advisory Board Member

JAMES G. SCHIFF

Principal

Jamie is responsible for sourcing new investment opportunities and serving on the board for several of Northwood's portfolio companies. He joined Northwood in 2011; prior to Northwood, Jamie was with Groton Partners, where he focused on investments in distressed real estate and financial institutions. He is currently a Mentor at Accel-Foods, a consumer brands incubator. Jamie received a Masters in Real Estate from Columbia University and a B.A in History from Trinity College. Jamie lives in New York City with his wife and four children, and enjoys golf, skiing, hiking and spending time with his family.



Board Positions:

Certscan
Designer Protein
Ibex
Man Crates
Rudy's Barbershop
Zevia

CURRENT INVESTMENTS

Air Waves	On-demand garment printing and fulfillment services
Celebration Restaurant Group	Pizza Hut and Taco Bell franchisee in the southeast and midwest
ChargePoint	Electric vehicle charging station network
Community Broadcasters	Operates radio stations in upstate New York, South Carolina and Florida
Daiya	Deliciously dairy-free foods
Designer Protein	Sports nutrition products
Gogo	Inflight internet and voice communications
Ibex Outdoor Clothing	Wool-based outdoor clothing
Jack Rogers	Iconic women's footwear
JVC Media	Operates radio stations in Florida & Long Island, NY
Maidstone Insurance	Long Island auto insurer
Man Crates	Male gift focused ecommerce
pdvWireless	Implementing push-to-talk dispatch networks
RedBuilt	Engineered wood-based structural solutions
Rednote	Music clip messaging platform
Rudy's Barbershop	"Authentically cool" barbershops
Spectrum Five	Direct broadcast satellite spectrum and services
Stone-Goff Partners	Lower middle market private equity fund
TSTAR 600	600 MHz licenses for broadband
Zevia	Zero-calorie, naturally sweetened sodas

CURRENT INVESTMENTS



REALIZED INVESTMENTS



Amplicon

Arcon



Biztel



Capital IQ
A Division of Standard & Poor's



Datacom



HealthyBack
20 Years of Feeling Better



Hygrade Components



J-U Rig 200



NEXTEL®



Office DEPOT



ORBCOMM®



Republic Broadcasting



TELECORP



VANTAS