



BCI Burke Company, LLC



Company Profile

HEADQUARTERS:

Fond du Lac, WI

INDUSTRY:

Specialized Light Manufacturing

TRANSACTION TYPE:

Recapitalization

INVESTMENT DATE:

December 2014

EXIT DATE:**FUND:**

III

This portfolio company case study offers summary information, is provided as an example that clarifies and typifies Incline's investment approach, and may not be representative of Incline's investments. Past results are no guarantee of future results and no representation is made that an investor or portfolio company will or is likely to achieve results that are similar to those of the company described. This investment was not chosen for its returns on investment.

Overview

Founded in 1920 and headquartered in Fond du Lac, WI, Burke is a leading designer, manufacturer and marketer of commercial playground and leisure equipment. The company's expansive product set is sold into multiple end markets including parks/recreation, school, housing/developer, and day care markets.

Transaction Dynamics

A recapitalization with a private owner. Management made a meaningful investment in the company as part of the transaction.

Investment Thesis

- ▶ Attractive market tailwinds
- ▶ Demonstrated ability to improve market share
- ▶ Multiple avenues for growth
- ▶ Compelling value proposition to sales representative network
- ▶ Strong financial profile with high cash flow conversion

Incline Value Enhancement

- ▶ Facilitating owner transition and augmenting management resources
- ▶ Implementing improved sales and marketing management strategies
- ▶ Expanding in ancillary product lines
- ▶ Pursuing strategic add-on acquisitions