



Glass Lake Holdings is an investment company that acquires exceptional founder-owned businesses. GLH has a proven track record of acquiring and nurturing great businesses. We pride ourselves on our deep operational expertise and people-first approach, cultivated through years of leading family and founder-owned service and healthcare businesses. We roll up our sleeves and become partners with the employees to drive sustainable results and create transformative value.

ABOUT US

Owner Profile

We like collaborating with owners preparing for retirement or serial entrepreneurs ready for their next venture.

Capital Base

Personal funds combined with capital from high-net-worth entrepreneurs and business owners. All capital is from people that have run businesses.

Speed and Certainty to Close

We know what we like, we diligence quickly and we pay a fair price for good companies.

Deal Criteria

- ✓ **Non-SaaS:** \$2mm to \$10mm in EBITDA
- ✓ **Software:** Profitable with >\$3mm in ARR
- ✓ **Location:** Based in United States
- ✓ **Focus Industries:** B2B services, healthcare services, and niche software
- ✓ **Ideal Characteristics:** Recurring revenue, simple business model, history of growth, durable moat, high-integrity owner

OUR TEAM

Brian Vanderheyden

Managing Partner

Brian previously acquired and ran Richmond Alarm Company, a commercial and residential security business with operations across Virginia.

Zack Perry

Managing Partner

Zack previously acquired and ran RRS Medical, a health data exchange business based in Philadelphia. He is currently the CEO of Big Box Storage.

Isaac Hirsch

Senior Associate

Isaac joined Glass Lake in Nov. of 2023. He previously worked at SDR Ventures, a lower-middle market investment bank based out of Denver, Colorado.

INVESTMENT HISTORY

 <small>Has been acquired by</small>	 <small>ACQUIRED BY</small>	 <small>ACQUIRED BY</small>		
				
ACTIVE	EXITED	EXITED	MINORITY INV.	MINORITY INV.