

New Senior Operating Partner Joins Firm's Texas Office

As it celebrates 10 years with a Dallas location, The Riverside Company has bolstered its team there with a new Senior Operating Partner. Michael Michienzi joins Riverside following more than three decades of operating experience at Fortune 500 firms. Michienzi joins 15 other Riverside employees in what is the firm's fourth-largest office in the world (out of 20).

Since opening in 2001, the Dallas office has steadily grown in size and importance, sourcing a considerable number of deals thanks to its favorable location in a high-growth region. The office is led by Managing Partner, Suzy Kriscunas, who manages the Riverside Capital Appreciation Fund (RCAF) and has been in Dallas for most of her career.

Michienzi most recently served as Senior Principal for American Capital, a Bethesda, Maryland-based publicly traded private equity firm, where he helped drive results with their portfolio. Prior to his six years with American Capital, Michienzi was President and General Manager at Applica Inc., where he managed the Black & Decker Household division. Before spending more than 25 years with Applica and its predecessor firms, he served as Marketing Manager in the Nielsen division of Dun & Bradstreet. He began his career with General Foods Corporation, serving in a variety of management roles in various divisions over eight years.

"Mike is a significant asset for our team," said Kriscunas. "He brings hands-on experience that will immediately benefit our portfolio, employees, and ultimately our investors. For the past five years, we've grown much savvier as a firm with respect to operating initiatives, and Mike just makes us that much better."

Michienzi joins Riverside's global Operating team of more than 25 professionals spread across Riverside's 20 offices in 14 countries. The Operating team is dedicated to helping companies perform at their best, supporting superior management teams as they boost sales and marketing efforts, optimize pricing, internationalize, create efficiencies, and improve manufacturing processes, among other growth drivers. This team has helped Riverside consistently grow the EBITDA of its portfolio companies, turning earnings growth into the most significant contributor toward valuation creation for Riverside's exited businesses. Even in today's challenging economic environment, Riverside's portfolio, as of September 2011, had LTM EBITDA growth of 11%. Michienzi will spend the majority of his time working with the RCAF portfolio, which includes more than 30 North American companies.

“It’s a sign of Riverside’s commitment to Dallas that we would add someone of Mike’s stature here, but it comes as no surprise,” said Kriscunas. “We’ve seen some excellent opportunities in the central region, and we have made some very successful investments in recent years in this part of the country.”

Michienzi is looking forward to moving to Dallas and this next phase of his career.

“Riverside is already light years ahead of most PE firms in terms of operating expertise,” said Michienzi. “But there is always more that can be done, and I will bring my best effort to find new ways to create EBITDA and drive even stronger returns.”