

RESILIENCE CAPITAL PARTNERS ACQUIRES LUMINANCE

Private Equity Firm to Invest Capital in Rapidly Growing Lighting Solutions Company, Capitalizing on Its LED Expertise

CLEVELAND, October 19, 2016 – Resilience Capital Partners, a private equity firm that invests in middle-market companies, announced it has acquired Luminance, one of the foremost designers and distributors of lighting solutions for residential and commercial use and a leader in innovative LED products. Resilience Capital Partners bought Luminance from Shoreview Industries, a private equity firm based in Minneapolis. Terms of the transaction were not disclosed.

Luminance has two divisions: Luminance, which provides a large line of stock products to residential and commercial clients; and Hallmark Lighting, which supplies customized, high-end lighting solutions, primarily to the hospitality industry. Luminance employs more than 250 professionals in major operational facilities located in business centers across the United States and in China, including Chatsworth, California; Dallas, Texas; Chicago, Illinois; New York, New York; Houston, Texas; and Guangdong, China.

“We are excited about Luminance’s bright future, particularly the opportunity the company has to capitalize on the worldwide shift to LED, an area in which the company already is a proven leader,” said Steve Rosen, co-chief executive officer of Resilience Capital Partners.

Headquartered in Commerce, California, Luminance has a 65-year history of excellence, providing lighting solutions to a range of residential and business end markets through well-established brands including Hallmark Lighting, SunSet Lighting, ADL Lamparts, ADL Lumin, Concord Fans and Century Brass.

“Luminance already has the right people and the right products for today’s market: With the right resources and capital behind it, there are no limits to how this company can maximize its global infrastructure, distribution network and supply chain,” said Rosen.

According to Rosen, Eric Allen, Luminance’s chief executive officer, will continue to serve as CEO under Resilience Capital Partners ownership. Ron Cozean, an operating executive with Resilience, who has two decades of experience in the building products and capital equipment manufacturing industries, will become executive chairman of the company’s Board of Directors. “Eric Allen, who knows Luminance and the lighting industry so well, and Ron Cozean, who has helped a number of manufacturing companies grow, are the right team to take Luminance to the next level,” said Rosen.

Added Eric Allen, “Luminance has an experienced workforce, an asset-light model, an efficient supply chain and cost-effective Chinese sourcing for many of our products. Especially with incandescent bulbs rapidly being replaced by LED products, Luminance is well-positioned to play a greater role in the lighting market, and we are pleased that Resilience Capital Partners is partnering with us to grow our business.”

About Luminance

Luminance, headquartered in Commerce, California, is a world lighting leader providing customized lighting solutions, fixtures, hardware/electrical, ceiling fans, plumbing, light bulbs, fixtures and increasingly cost-effective LED bulbs. Comprising divisions including Hallmark Lighting, ADL, Sunset Lighting, Concord Fans, IW Industries and Century Brass, Luminance is committed to customer service excellence and dedicated to the fulfillment of customers' needs with in-stock product and on-demand shipping from our distribution centers in Los Angeles, Texas, Illinois and New York.

For more information, visit us on the web at www.luminance.us.com.

About Resilience Capital Partners

Headquartered in Cleveland, Ohio, Resilience invests in niche-oriented manufacturing, value added distribution and business service companies with sustainable market positions and a clear path to cash flow improvement. Resilience targets platform businesses with \$25 million to \$250 million in revenues across a broad range of industries where it can improve a company's operations, competitive positioning and profitability. Resilience manages in excess of \$625 million for its global investor base which includes pension funds, insurance companies, foundations and endowments, fund of funds and family offices. For more information, please visit www.resiliencecapital.com.

Contact:

Constance N. Hubbell
The Hubbell Group, Inc.
(781) 878-8882
hubbell@hubbellgroup.com

###