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Billion-Dollar Private Equity Firm Opens Nashville Office

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If you're searching for a new business partner, it's better to look across the street than across the country.

That's the reasoning behind Chicago-based Shore Capital Partners' decision to open an investment office focused on health care in Nashville, Managing Partner [Justin Ishbia](#) said. The private equity firm launched its Nashville office in August, at 2525 West End Ave.

"There is a unique amount of talent in the health care sector of executives in this community," Ishbia said. "Let people fly down from Chicago, fly down from New York to build relationships, leave and go back home. We felt like by being a part of this community, being a part of the churches, being a part of soccer fields, part of the book clubs, we would build long-term relationships with great executives and great entrepreneurs."

The private equity firm launched its Nashville office with six people, including serial Nashville entrepreneur [Michael Burcham](#), who is an executive partner.

Shore is another boost to Nashville's private equity landscape that has grown mightily this year. In June, the [Nashville Business Journal reported](#) that multibillion-dollar private equity firm Starr Investment Holdings LLC, a subsidiary of New York City-based C.V. Starr & Co. Inc., moved its health care investment team to Music City.

Founded in 2009, Shore has more than \$1 billion of capital under management and is on its third health care fund, Ishbia said. The firm has 19 portfolio companies employing approximately 8,000 people, including Nashville-based Southern Orthodontic Partners.

Ishbia said Shore makes \$10 million to \$40 million initial majority investments in companies with less than \$100 million of revenue.

Shore, which has almost 40 employees in its Chicago office, is a “buy-and-build organization,” Ishbia said. The firm first looks for a niche in health care that has potential for growth and then recruits board members and a management team with experience in that sector to expand the portfolio company.

He said Shore has purchased businesses in areas such as veterinary medicine, medical devices, ophthalmology, allergy treatment and autism therapy, and makes them more accessible for the patient with technology and convenient locations.

“What we believe is happening is the consumerism of medicine,” Ishbia said. “We’re not disrupting the world, like creating a brand-new product. What we’re doing is taking old-guard services ... and using some modern tools that I think put us in a better position for success.”

Ishbia said he expects Shore to invest in as many as six Nashville-area companies over the next three to four years and grow the firm’s overall number of portfolio companies to 50. He said the Nashville office could grow to as many as 25 employees in that time.

[Chris Mioton](#), who leads the Nashville office, said he began meeting with area executives and companies to begin integrating Shore into the city even before the firm decided to open operations in Nashville.

“We’ve taken this crawl, walk, run approach to developing relationships [in Nashville],” Mioton said. “The Nashville community is a really collaborative one that embraces people who are willing to invest in the community ... and we’re building a permanent presence here.”