

Transforming Niche Market Leaders in the Lower Middle Market

Dubin Clark partners with outstanding management teams to build world-class businesses. Our cooperative approach includes providing the capital necessary to support internal growth, completing add-on acquisitions to build market share, and developing new and innovative strategies for the future, all while protecting the independence, culture and values that made the company successful.

1984

Established

\$400M+

Current
AUM

100+

Total
Transactions

15

Current Portfolio
Companies

20

Team
Members

Philosophy

- Invest for the long-term success of the business
- Maintain values and culture – build on what has already been achieved
- Encourage continuity of management and path for future advancement
- Ensure additional capital is available to support future growth
- Complement internal growth with targeted add-on acquisitions

Criteria

- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

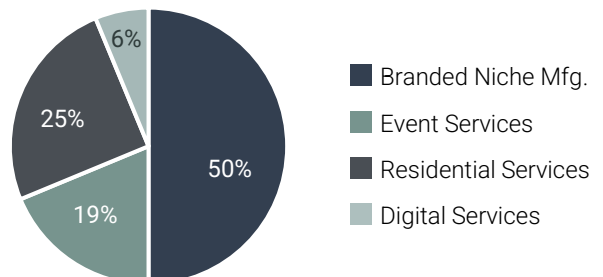
Actively searching for opportunities in the following segments:

- Residential & Business Services (roofing, HVAC, plumbing, pest control, lawn spray, tree service, etc.)
- Commercial & Facility Services (water / mold remediation, property management, pipe maintenance)
- Outsourced Services (digital marketing, HR / recruiting)
- IT Services (managed services, migration services, security services, strategy and business transformation)
- Aftermarket Parts (automotive, truck, Jeep, UTV, golf cart, aerospace, capital equipment, etc.)

Investments by Location



Investments by Industry



Current Portfolio



Ecosystems

Provider of non-discretionary home services offering sprinkler system care and winterization
December 2022 | Add-Ons: 2 | St. Louis, MO



Level Agency

Provider of direct response digital marketing services to B2B and B2C clients
September 2022 | Add-Ons: 1 | Pittsburgh, PA



iROCKER

Designer and provider of watersports products and accessories
March 2021 | Jacksonville, FL



CastleWorks

Residential water heater and HVAC replacement, repair, and installation services
July 2020 | Add-ons: 5 | Valencia, CA



Euro Motorparts Group

Aftermarket automotive parts with a focus on parts for European vehicles
July 2018 | Add-ons: 3 | Anaheim, CA



Marquee Event Group

Full-service event service company for social and corporate events in the South & Midwest
February 2016 | Add-ons: 6 | McCook, IL



Reel Power

Provides material handling capital equipment to the industrial, marine, and energy markets
August 2008 | Add-ons: 2 | Oklahoma City, OK



Action Target

Leading provider of equipment and services for live-fire training facilities
May 2008 | Add-ons: 3 | Provo, UT



Super Heat & Air

HVAC replacement, repair, and installation provider in the southeast region
December 2022 | Tampa, FL



CustomDrive

Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs)
December 2021 | Summerfield (The Villages), FL



Super Home Services

Provider of concierge-level external home services in the Southeastern United States
July 2021 | Add-ons: 2 | Wake Forest, NC



SmartSource

Interactive technology solutions, rental equipment, and supporting infrastructure
October 2018 | Add-ons: 1 | Glendale Heights, IL



DPI Off-Road Brands

Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles
June 2017 | Add-ons: 6 | Phoenix, AZ



United Safety & Survivability Corporation

Seating and safety solutions for a variety of markets
July 2015 | Add-ons: 7 | Exton, PA



Restoration Parts Unlimited

Manufacturer of classic automotive restoration parts and accessories
November 2012 | Add-ons: 6 | Lebanon, OH

Investment Team



Brent Paris
Managing Partner



Tom Caracciolo
Managing Partner



Mike Hompesch
Partner



Molly Simmons
SBIC Operating Partner



James Howe
SVP, IR



Matt Broullire
Principal



Tommy Cooperrider
Principal



Kevin Lamb
Senior Associate



Connor Bozzo
Senior Associate



Sam Zacharias
Senior Associate,
BD & IR



Alex McDermand
Associate



Laura Paris
Associate, BD



Avi Wolf
Analyst



Dominick Berardi
Analyst, BD



Fact Sheet