

# 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

**16**

Current Portfolio  
Companies

**21**

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

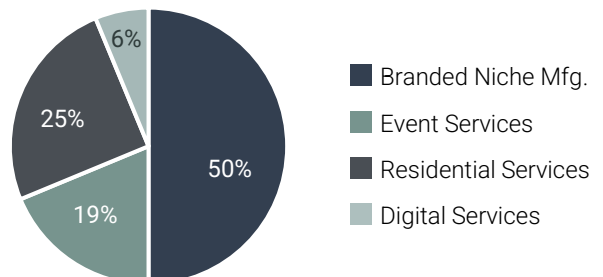
Actively searching for opportunities in the following segments:

- 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



### Peak Event Services

Full-service party and event rentals for the Northeast and surrounding markets  
November 2014 | Add-ons: 5 | Woburn, MA



### Reel Power

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



### 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



### Action Target

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

## Investment Team



**Brent Paris**  
Managing Partner



**Tom Caracciolo**  
Managing Partner



**Mike Hompesch**  
Partner



**Molly Simmons**  
SBIC Operating Partner



**James Howe**  
SVP, IR & Capital Raising



**Matt Broullire**  
Principal



**Tommy Cooperrider**  
Principal



**Connor Apthorp**  
Senior Associate, BD



**Kevin Lamb**  
Senior Associate



**Connor Bozzo**  
Senior Associate



**Sam Zacharias**  
Senior Associate, IR



**Alex McDermand**  
Associate



**Laura Paris**  
Associate, BD



**Avi Wolf**  
Analyst



Fact Sheet