

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

17

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

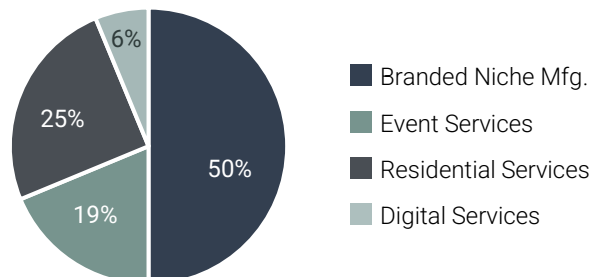
Actively searching for opportunities in the following segments:

- Residential & Business Services (roofing, HVAC, plumbing, pest control, lawn spray, pool cleaning, etc.)
- Commercial & Facility Services (water / mold remediation, property management, pipe maintenance)
- Outsourced Services (digital marketing, CFO / accounting services, 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 <i>Provider of non-discretionary home services offering sprinkler system care and winterization</i> December 2022 Add-Ons: 2 St. Louis, MO		Super Heat & Air <i>HVAC replacement, repair, and installation provider in the southeast region</i> December 2022 Tampa, FL
	Level Agency <i>Provider of direct response digital marketing services to B2B and B2C clients</i> September 2022 Add-Ons: 1 Pittsburgh, PA		CustomDrive <i>Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs)</i> December 2021 Summerfield (The Villages), FL
	iROCKER <i>Designer and provider of watersports products and accessories</i> March 2021 Jacksonville, FL		Super Home Services <i>Provider of concierge-level external home services in the Southeastern United States</i> July 2021 Add-ons: 2 Wake Forest, NC
	CastleWorks <i>Residential water heater and HVAC replacement, repair, and installation services</i> July 2020 Add-ons: 5 Valencia, CA		SmartSource <i>Interactive technology solutions, rental equipment, and supporting infrastructure</i> October 2018 Add-ons: 1 Glendale Heights, IL
	Euro Motorparts Group <i>Aftermarket automotive parts with a focus on parts for European vehicles</i> July 2018 Add-ons: 3 Anaheim, CA		DPI Off-Road Brands <i>Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles</i> June 2017 Add-ons: 6 Phoenix, AZ
	Marquee Event Group <i>Full-service event service company for social and corporate events in the South & Midwest</i> February 2016 Add-ons: 6 McCook, IL		United Safety & Survivability Corporation <i>Seating and safety solutions for a variety of markets</i> July 2015 Add-ons: 7 Exton, PA
	Peak Event Services <i>Full-service party and event rentals for the Northeast and surrounding markets</i> November 2014 Add-ons: 5 Woburn, MA		Restoration Parts Unlimited <i>Manufacturer of classic automotive restoration parts and accessories</i> November 2012 Add-ons: 6 Lebanon, OH
	Reel Power <i>Provides material handling capital equipment to the industrial, marine, and energy markets</i> August 2008 Add-ons: 2 Oklahoma City, OK		Action Target <i>Leading provider of equipment and services for live-fire training facilities</i> May 2008 Add-ons: 3 Provo, UT

Exclusive Lower Middle Market Relationship with Nottingham Spirk

Nottingham Spirk is a business innovation firm that provides Dubin Clark with services such as:

	 Business Strategy	 Patent Expertise	 Industrial Design & Engineering
	 Focus Group Facilitation	 User Research	 Prototype Development

For more information, visit www.nottinghamspirk.com

Investment Team

9/9/23



Brent Paris
Managing Partner



Tom Caracciolo
Managing Partner



Mike Hompesch
Partner



Matt Broullire
Principal



Tommy Cooperrider
Principal



Connor Apthorp
Senior Associate



Kevin Lamb
Senior Associate



Connor Bozzo
Senior Associate



Alex McDermard
Associate



Avi Wolf
Analyst

