

## Transforming Niche Market Leaders in the Lower Middle Market

Dubin Clark partners with outstanding management teams with the goal of building world-class businesses. Our cooperative approach includes providing the capital necessary to: support internal growth, complete add-on acquisitions to build market share, and develop 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

**16**

Team  
Members

\*Since 2011.

### 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

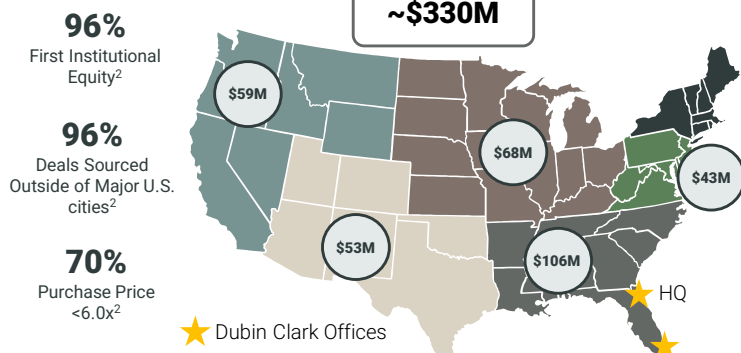
### Investing Where We Have Expertise

Actively searching for opportunities in the following segments:

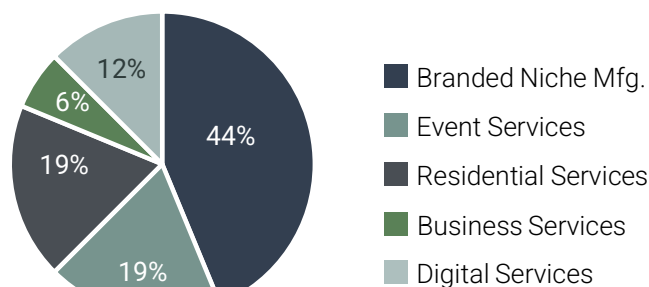
- Residential and Essential Services (*exterior services, HVAC, plumbing, pest/wildlife control, lawn spray, irrigation, tree service, landscaping and lawn maintenance, etc.*)
- Event Services (*rental equipment and services for weddings, corporate events, sporting events, etc.*)
- IT Services (*MSP, ERP, systems integrators, migration services, security services, strategy and business transformation*)
- Automotive (*collision repair, aftermarket parts, golf cart, etc.*)

### Current Capital Invested<sup>1</sup>

**~\$330M**



### Current Investments by Industry



















Note: Based on number of portfolio companies.

<sup>1</sup>As of 9/30/24. Total Aggregate Invested Capital in portfolio companies including those with acquisitions outside of U.S. Location based on platform HQ at acquisition.

<sup>2</sup>Statistics representative of transactions Since 2011 as of 9/30/24. The DC Partners have been responsible for all platform investments Since 2011 and therefore believe this track record is the most applicable for analysis. Detailed Track Record available upon request.

## Current Portfolio

	<b>Sight &amp; Sound</b> Premier event production and decor services June 2025   Jacksonville, FL		<b>iROCKER</b> Designer and provider of watersports products and accessories March 2021   Jacksonville, FL
	<b>Atomic Data</b> MSP specializing in clients with complex IT infrastructure needs and turn-key solutions August 2024   Minneapolis, MN		<b>CastleWorks</b> Residential water heater and HVAC replacement, repair and installation services July 2020   Add-ons: 5   Valencia, CA
	<b>Tablescapes</b> Specialty event rental provider of tabletops, linens, furniture, kitchen equipment and more August 2024   Chicago, IL		<b>SmartSource</b> Interactive technology solutions, rental equipment and supporting infrastructure October 2018   Add-ons: 1   Glendale Heights, IL
	<b>SpectraShield</b> Wastewater infrastructure services business that installs protective coatings May 2024   Jacksonville, FL		<b>Euro Motorparts Group</b> Aftermarket automotive parts with a focus on parts for European vehicles July 2018   Add-ons: 3   Anaheim, CA
	<b>Ecosystems</b> Provider of non-discretionary home services offering sprinkler system care and winterization December 2022   Add-Ons: 5   St. Louis, MO		<b>Toytec</b> Manufacturer and supplier of high-quality lift kits for Toyota models and other top brands June 2017   Add-ons: 6   Denver, CO
	<b>Level Agency</b> Provider of direct response digital marketing services to B2B and B2C clients September 2022   Add-Ons: 2   Pittsburgh, PA		<b>Restoration Parts Unlimited</b> Manufacturer of classic automotive restoration parts and accessories November 2012   Add-ons: 6   Lebanon, OH
	<b>CustomDrive</b> Full-service provider of low-speed personal transportation vehicles (Golf Cars and UTVs) December 2021   Add-ons: 1   Summerfield, FL		<b>Reel Power</b> Provides material handling capital equipment to the industrial, marine and energy markets August 2008   Add-ons: 2   Oklahoma City, OK
	<b>Super Home Services</b> Provider of concierge-level external home services in the Southeastern United States July 2021   Add-ons: 8   Wake Forest, NC		<b>Action Target</b> 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



**Matt Broullire**  
Principal



**Tommy Cooperrider**  
Principal



**Connor Bozzo**  
Vice President



**Anne Bayley Shoemaker**  
Associate



**Avi Wolf**  
Associate



**Dominick Berardi**  
Associate, BD

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