

Transforming Niche Market Leaders in the Lower Middle Market

For over 35 years, Dubin Clark has partnered with outstanding management teams to build world-class businesses. We are long-term investors, dedicated to creating value by helping companies grow. We do this through a coordinated approach that 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, while protecting the independence, culture and values that made the company successful.

1984

Established

\$250M+

Current
AUM

75+

Total
Transactions*

12

Current Portfolio
Companies*

12

Team
Members

**Includes platforms and add-on acquisitions 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: \$8-100 million
- EBITDA: \$2-10 million
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Existing IP portfolio or innovation potential
- Headquartered in United States

Actively Searching for Opportunities in the Following Segments:

Branded Niche Manufacturing

- Air Quality Sensors and Safety Products
- Automotive Aftermarket Parts
- Disinfectant Products
- Firefighter Equipment & Gear
- Pet Food, Treats & Products
- Replacement Parts (vehicles, vessels, aerospace)
- Test & Measurement Products

Specialty Services

- Automotive Repair
- Commercial/Professional Cleaning Services
- Environmental Services & Testing
- Event Services
- Outsourced IT Services/MSPs
- Professional Counseling/Coaching
- Residential Services (HVAC, plumbing, pest control)

Exclusive Lower Middle Market Relationship with Nottingham Spirk

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



Patent
Expertise

User
Research

Focus Group
Facilitation













Business
Strategy

Industrial Design
& Engineering

Prototype
Development

For more information, visit www.nottinghamspirk.com

Current Portfolio*

 Affordable Water Heaters & Plumbing In-home provider of water heater replacement, repair, and installation services <i>Acquired July 2020</i>	 Sila Residential HVAC replacement, maintenance, and plumbing solutions <i>Add-ons: 4 Acquired July 2019</i>
 SmartSource Interactive technology solutions, rental equipment, and supporting infrastructure <i>Add-ons: 1 Acquired October 2018</i>	 Euro Motorparts Group Aftermarket automotive parts, with a focus on parts for European vehicles <i>Add-ons: 2 Acquired July 2018</i>
 Daystar Products International Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles <i>Add-ons: 4 Acquired June 2017</i>	 CE Rental Full-service special event rental company for mid-Atlantic market <i>Add-ons: 6 Acquired February 2017</i>
 Advanced Pavement Group Outdoor facility maintenance services for commercial, industrial, and retail <i>Add-ons: 4 Acquired July 2016</i>	 Marquee Event Group Full-service event service company for social and corporate events in the South & Midwest <i>Add-ons: 6 Acquired February 2016</i>
 InProduction Specialized venue transformation for high-end sporting, corporate, and special events <i>Add-ons: 4 Acquired October 2015</i>	 United Safety & Survivability Corporation Safety solutions for transportation, commercial, first responder, and military markets <i>Add-ons: 5 Acquired July 2015</i>
 Peak Event Services Full-service party and event rentals for the Northeast and surrounding markets <i>Add-ons: 5 Acquired November 2014</i>	 Restoration Parts Unlimited Manufacturer of classic automotive restoration parts and accessories <i>Add-ons: 6 Acquired November 2012</i>

*Since 2011 Unrealized Investments

Investment Team



Thomas J. Caracciolo, Managing Partner | caracciolo@dubinclark.com

Tom joined Dubin Clark in 1997 and has completed over 60 transactions. Prior to Dubin Clark, Tom was a Partner at TCW Capital. Previously, Tom was a member of GE Capital's Corporate Finance Group / BFCE Capital. Tom received an MBA from the Harvard Business School and a BS from Northeastern University.



Brent L. Paris, Managing Partner | paris@dubinclark.com

Brent joined Dubin Clark in 2001 and has completed over 60 transactions. Prior to Dubin Clark, Brent worked in investment banking at Latek Capital Corp. Previously, he served as Accounting Manager at Grosvenor Capital Management and gained public accounting experience at Altschuler, Melvoin & Glasser LLP (RSM US). Brent currently serves on the Board for ACG and Beaches Habitat for Humanity. Brent received an MBA from the University of Chicago Booth School of Business, a BS from Indiana University, and is a CPA.



Michael P. Hompesch, Partner | hompesch@dubinclark.com

Mike joined Dubin Clark in 2007 and has completed over 50 transactions. Prior to Dubin Clark, Mike was a member of the GE Financial Management Program where he spent time working in aviation and equipment finance, investor relations, and sponsor finance. Mike received an MBA from the University of Pennsylvania Wharton School of Business, a BS from American University, and is a CFA charterholder.



Frank J. Pados, Senior Advisor | pados@dubinclark.com

Frank joined Dubin Clark in 2003 and has more than 45 years of investing experience. Prior to Dubin Clark, Frank was an EVP and Head of Private Equity at Desai Capital Management, Inc. Previously, Frank was a Managing Director and Co-Founding Partner at TCW Capital. Frank received an MBA from University of Pennsylvania Wharton School of Business, a BA from Boston College, and served as a Lieutenant in the U.S. Army.



Matthew A. Broullire, Vice President | broullire@dubinclark.com

Matt joined Dubin Clark in 2016. Prior to Dubin Clark, Matt was part of the audit practice at KPMG and also the Chairman of the Jacksonville Senior Council, a national instructor, and regional leader of the firm's IDEA data and analytics initiative. Matt is an MBA candidate at the University of Chicago Booth School of Business, received a BBA from the University of Georgia, and is a CPA.



Thomas C. Cooperrider, Vice President | cooperrider@dubinclark.com

Tommy joined Dubin Clark in 2017. Prior to Dubin Clark, Tommy worked in investment banking at Drake Star Partners and in the valuation and transaction opinion group at Berkeley Research Group. Tommy received an MS from Boston College, a BS from Rensselaer Polytechnic Institute (RPI), and is a CFA charterholder.



Brooke L. DelPiccolo, Associate | delpiccolo@dubinclark.com

Brooke joined Dubin Clark in 2019. Prior to Dubin Clark, Brooke worked in regulatory compliance at Deutsche Bank and in investor relations support at Audax Private Debt. Brooke received a BA and BBA from the University of Wisconsin Green Bay.



G. Connor Apthorp, Analyst | apthorp@dubinclark.com

Connor joined Dubin Clark in 2020. Prior to Dubin Clark, Connor worked in investment banking at FourBridges Capital Advisors and in global financial planning and analysis at Unum Group. Connor received a BA in Business from Flagler College.