

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	\$350M+ Current AUM	80+ Total Transactions*	12 Current Portfolio Companies*	14 Team Members
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*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

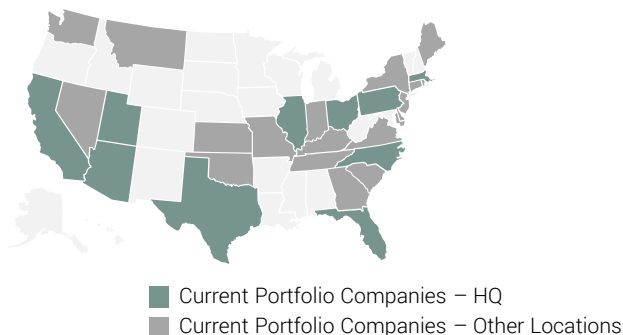
- Branded niche manufacturers and specialty service providers
- Revenue: \$8-100M+
- EBITDA: \$2-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

Investing Where We Have Expertise

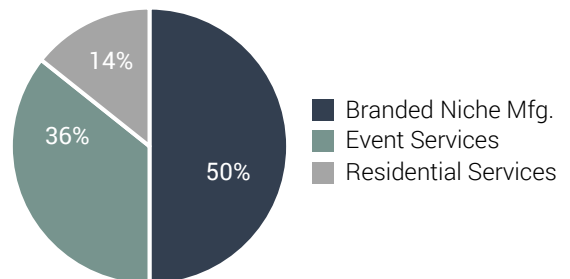
Actively searching for opportunities in the following segments:

- Aftermarket Parts (automotive, truck, Jeep, UTV, aerospace, capital equipment, etc.)
- Event Services and Specialty Event Rental; Venue Management and Services
- Residential Services (HVAC, plumbing, electrical, pest control, lawn spray, landscaping, etc.)

Investments by Location



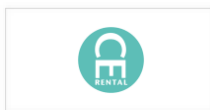
Investments by Industry



Current Portfolio*



iROCKER
Designer and provider of watersports products and accessories
Investment: March 2021



CE Rental
Full-service special event rental company for mid-Atlantic market
Add-ons: 6 | Investment: February 2017



Affordable Water Heaters & Plumbing
In-home provider of water heater replacement, repair, and installation services
Investment: July 2020



Marquee Event Group
Full-service event service company for social and corporate events in the South & Midwest
Add-ons: 6 | Investment: February 2016



Sila Heating & Air Conditioning
Residential HVAC replacement, maintenance, and plumbing solutions
Add-ons: 4 | Investment: July 2019



InProduction
Specialized venue transformation for high-end sporting, corporate, and special events
Add-ons: 4 | Investment: October 2015



SmartSource
Interactive technology solutions, rental equipment, and supporting infrastructure
Add-ons: 1 | Investment: October 2018



United Safety & Survivability Corporation
Safety solutions for transportation, commercial, first responder, and military markets
Add-ons: 5 | Investment: July 2015



Euro Motorparts Group
Aftermarket automotive parts, with a focus on parts for European vehicles
Add-ons: 2 | Investment: July 2018



Peak Event Services
Full-service party and event rentals for the Northeast and surrounding markets
Add-ons: 5 | Investment: November 2014



DPI Off-Road Brands
Aftermarket performance parts for trucks, Jeeps, and multi-purpose vehicles
Add-ons: 5 | Investment: June 2017



Restoration Parts Unlimited
Manufacturer of classic automotive restoration parts and accessories
Add-ons: 6 | Investment: November 2012

*Since 2011 Recapitalizations

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



Thomas Caracciolo
Managing Partner
Joined in 1997

- Prior: TCW Capital, GE Capital Corporate Finance Group / BFCE
- Former board member of MYCA, a Massachusetts based 501c helping underprivileged children
- MBA, Harvard Business School; BS, Northeastern University



Brent Paris
Managing Partner
Joined in 2001

- Prior: Latek Capital, Grosvenor Capital Mgmt, RSM US
- Currently serves on Board of ACG & Beaches Habitat for Humanity
- MBA, University of Chicago Booth School of Business; BS, Indiana University; CPA



Michael Hompesch
Partner
Joined in 2007

- Prior: GE Financial Mgmt Program
- MBA, University of Pennsylvania Wharton School of Business; BS, American University; CFA charterholder



Frank Pados
Senior Advisor
Joined in 2003

- Prior: Desai Capital Mgmt, TCW Capital
- Former Lieutenant, U.S. Army
- MBA, University of Pennsylvania Wharton School of Business; BA, Boston College



Matthew Broullire
Vice President
Joined in 2016

- Prior: KPMG, Jacksonville Senior Council
- MBA candidate, University of Chicago Booth School of Business; BBA, University of Georgia; CPA



Thomas Cooperrider
Vice President
Joined in 2017

- Prior: Drake Star Ptrs Berkeley Research Group
- MS, Boston College; BS, Rensselaer Polytechnic Inst. (RPI); CFA charterholder



Brooke DelPiccolo
Associate
Joined in 2019

- Prior: Deutsche Bank, Audax Private Debt
- BA / BBA, University of Wisconsin – Green Bay



Marianne Colacray
Associate
Joined in 2021

- Prior: Family-owned Sony distr. business and various start-up/turn-around companies
- BS, SUNY Brockport



Connor Athorp
Analyst
Joined in 2020

- Prior: FourBridges Capital Advisors, Unum Group
- BA, Flagler College



Ryan Caracciolo
Analyst
Joined in 2020

- Prior: Intern for Dubin Clark and various portfolio companies
- BS, Boston University