

# 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.

<b>1984</b> Established	<b>\$340M+</b> Current AUM	<b>80+</b> Total Transactions*	<b>12</b> Current Portfolio Companies*	<b>14</b> 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

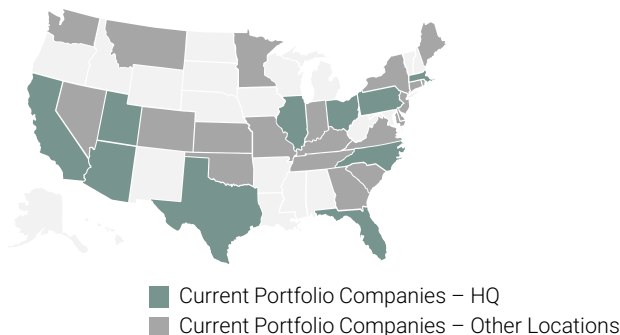
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

## Investing Where We Have Expertise

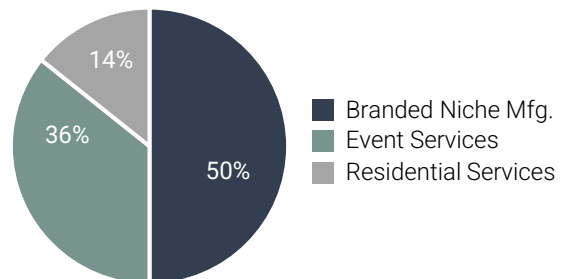
Actively searching for opportunities in the following segments:

- 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\*



**Residential Services Platform**  
Residential services starting with pest/lawn spray, HVAC, plumbing, and electrical  
Closing June 2021



**Affordable Water Heaters & Plumbing**  
Residential water heater replacement, repair, and installation services  
July 2020 | Add-ons: 1



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



**CE Rental**  
Full-service special event rental company serving the mid-Atlantic market  
February 2017 | Add-ons: 6



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



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

\*Since 2011 Recapitalizations



**iROCKER**  
Designer and provider of watersports products and accessories  
March 2021 | Add-ons: 0



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



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



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



**United Safety & Survivability Corporation**  
Seating and safety solutions for a variety of markets  
July 2015 | Add-ons: 5



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

## 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](http://www.nottinghamspirk.com)

## Investment Team



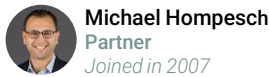
**Thomas Caracciolo**  
Managing Partner  
Joined in 1997

- 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 Athporh**  
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