

# 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

**90+**

Total  
Transactions\*

**13**

Current Portfolio  
Companies\*

**16**

Team  
Members

*\*Includes platform 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

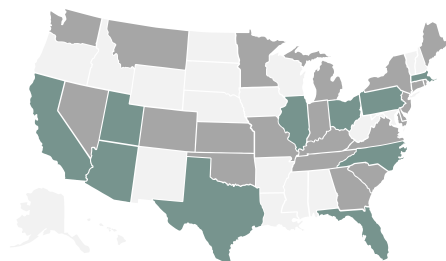
- Branded niche manufacturers and specialty service providers
- Revenue: \$5-100M+
- EBITDA: \$1-10M+
- Adjusted EBITDA margin: >10%
- Founder-owned, family-run businesses
- Minimal customer concentration
- Headquartered in United States

## Investing Where We Have Expertise

Actively searching for opportunities in the following segments:

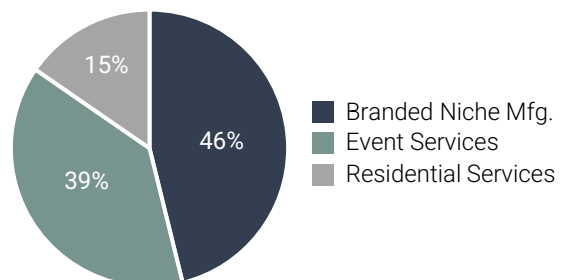
- Aftermarket Parts (automotive, truck, Jeep, UTV, golf cart, aerospace, capital equipment, etc.)
- Event Services and Specialty Event Rental; Venue Management and Services
- Residential & Business Services (HVAC, plumbing, electrical, pest control, lawn spray, pool cleaning, etc.)

## Investments by Location



■ Current Portfolio Companies – HQ  
■ Current Portfolio Companies – Other Locations

## Investments by Industry



## Current Portfolio\*



**Premium Golf Car Group**  
Golf car retailer and distributor of new and remanufactured vehicles, service, and rentals  
December 2021



**iROCKER**  
Designer and provider of watersports products and accessories  
March 2021



**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: 6



**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: 6



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

\*Since 2011 Recapitalizations



**Super Home Services**  
Provider of concierge-level in-home services in the Southeastern United States  
July 2021 | Add-ons: 2



**Affordable Water Heaters & Plumbing**  
Residential water heater replacement, repair, and installation services on the West Coast  
July 2020 | Add-ons: 3



**Euro Motorparts Group**  
Aftermarket automotive parts with a focus on parts for European vehicles  
July 2018 | Add-ons: 3



**CE Rental**  
Full-service special event rental company serving the mid-Atlantic market  
February 2017 | Add-ons: 7



**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

## Exclusive Lower Middle Market Relationship with Nottingham Spirk

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

	<b>Business Strategy</b>	<b>Patent Expertise</b>	<b>Industrial Design &amp; Engineering</b>
	<b>Focus Group Facilitation</b>	<b>User Research</b>	<b>Prototype Development</b>

For more information, visit [www.nottinghamspirk.com](http://www.nottinghamspirk.com)

## Investment Team



**Tom Caracciolo**  
Managing Partner



**Brent Paris**  
Managing Partner



**Mike Hompesch**  
Partner



**Matt Broullire**  
Principal



**Tommy Cooperrider**  
Vice President



**Brooke DelPiccolo**  
Senior Associate



**Marianne Colacray**  
Associate



**Kevin Lamb**  
Associate



**Connor Anthorp**  
Analyst



**Ryan Caracciolo**  
Analyst



**Grant Van Winkle**  
Analyst