



CAROUSEL CAPITAL



Overview

Based in Charlotte, North Carolina, Carousel Capital is a private investment firm that invests in companies located in the Southeastern United States. Carousel's investor base includes institutional investors and an elite group of more than 100 current and former CEOs with deep connections in the region. Since its inception in 1996, Carousel has invested in 53 companies primarily in three targeted growth sectors: business services; consumer services; and healthcare services.

Investment Criteria

CHARACTERISTICS

- Strong management team
- Track record of growth
- Strategic market position
- Recession resistant

GEOGRAPHY

- Platforms headquartered in Southeastern United States
- Add-on investments can be in any location

SIZE & TYPE

- Initial transaction size of up to \$250 million
- EBITDA of at least \$3 million
- Management buyout or recapitalization

Representative Sector Interests

BUSINESS SERVICES

- Tech-enabled services
- Data collection/management
- Distribution/Logistics
- General outsourced services
- Industrial/Environmental services
- Insurance services/Insurtech
- Route-based services
- Software as a service

CONSUMER SERVICES

- Automotive aftermarket
- Franchised consumer services
- Niche packaging solutions
- Outsourced consumer services

HEALTHCARE SERVICES

- Medical data management
- Outsourced hospital services
- Pharmacy services
- Revenue cycle management
- Dental products and services
- Medical distribution

Partnership with Carousel

LIQUIDITY & GROWTH CAPITAL

- Rationalize shareholder base
- Diversify risk and personal net worth
- Facilitate generational or management transfer
- Relieve personal guarantees on debt or real estate
- Accelerate organic growth through investments in corporate infrastructure
- Fund geographic expansion or new products/services
- Pursue add-on acquisitions

INVESTMENT PROFESSIONALS

Managing Partners

- Charles Grigg – *Investment Team*
- Jason Schmidly – *Investment Team*

Principals

- Adam Elmore – *Business Development*
- Tyler Moses – *Investment Team*
- Chris Wells – *Investment Team*
- Brandon Moores – *Investment Team*

Partner

- Peter Clark – *Investment Team*

Vice Presidents

- George Ehlers – *Investment Team*
- Jack Shannon – *Investment Team*

Senior Advisor

- Nelson Schwab – *Advisor*



CAROUSEL CAPITAL



Representative Investments

Founder-Owned

First-Time
Institutional
Capital



2026

HQ: Birmingham, AL

Leading provider of maintenance, repair and replacement of industrial electromechanical equipment

Business Services



2026

HQ: St. Petersburg, FL

Tech-enabled provider of fraud claims investigation services

Business Services



2025

HQ: Birmingham, AL

Leading provider of operated crane services, crane rentals, and equipment rentals

Business Services



2025

HQ: Clarkesville, GA /
Denver, CO

Provider of residential and commercial roofing services

Consumer & Business
Services



2025

HQ: Sanford, FL

Leading provider of marketing signage and value-added distribution services to the nation's top homebuilders and land developers

Business Services



2024

HQ: Charlotte, NC

Leading provider of right-of-way services and land management solutions to utility, infrastructure and public sector clients

Business Services



2023

HQ: Birmingham, AL

Leading provider of receiving, delivery, storage, moving and installation services to the interior design industry and its end-customers

Consumer & Business
Services



2022

HQ: Chattanooga, TN

Leading insurance broker serving the commercial transportation industry

Business Services



2021

HQ: Charlotte, NC

Provider of clinical and financial data management solutions for healthcare systems

Healthcare Services



2021

HQ: Charlotte, NC

Valvoline Instant Oil Change developer and operator

Consumer Services



2019

HQ: Pawley's Island, SC

Provider of high-touch specialty infusion services

Healthcare Services



2019

HQ: Birmingham, AL

Provider of turnkey engineered solutions and services for mission-critical industrial processes

Business Services



2016

HQ: West Palm Beach, FL

Provider of expedited and concierge travel document services and complementary solutions

Consumer & Business
Services

Select Prior Investments

BUSINESS SERVICES



CONSUMER SERVICES



HEALTHCARE SERVICES

