CAROUSEL CAPITAL

SOUTHEASTERN FOCUSED · SINCE 1996 · RELATIONSHIP DRIVEN

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

Brandon Moores – *Investment Team*
Charlie Orr – *Business Development*

Senior Advisor

Nelson Schwab – *Advisor*

Partners

Peter Clark – *Investment Team*
Tyler Moses – *Investment Team*
Chris Wells – *Investment Team*
Adam Elmore – *Business Development*

Vice Presidents

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

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Representative Investments

Founder-Owned

First-Time Institutional Capital

JAY INDUSTRIAL REPAIR
2026
HQ: Birmingham, AL
Leading provider of maintenance, repair and replacement of industrial electromechanical equipment
Business Services

ethos
Now you know for sure™
2026
HQ: St. Petersburg, FL
Tech-enabled provider of fraud claims investigation services
Business Services

CRANEWORKS RENTALWORKS
2025
HQ: Birmingham, AL
Leading provider of operated crane services, crane rentals, and equipment rentals
Business Services

COVR ROOFING + EXTERIORS · UNITED CONTRACTING & ROOFING
2025
HQ: Clarkesville, GA / Denver, CO
Provider of residential and commercial roofing services
Consumer & Business Services

ONSIGHT INDUSTRIES
SIGNAGE · SITE FURNISHINGS · MAILBOXES
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

ORC
2024
HQ: Charlotte, NC
Leading provider of right-of-way services and land management solutions to utility, infrastructure and public sector clients
Business Services

McCORQUODALE TRANSFER
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

RELIANCE PARTNERS
2022
HQ: Chattanooga, TN
Leading insurance broker serving the commercial transportation industry
Business Services

LDA HEALTH DATA ARCHIVING
2021
HQ: Charlotte, NC
Provider of clinical and financial data management solutions for healthcare systems
Healthcare Services

VALVOLINE INSTANT AUTOMOTIVE SERVICES
2021
HQ: Charlotte, NC
Valvoline Instant Oil Change developer and operator
Consumer Services

Palmetto INFUSION
2019
HQ: Pawleys Island, SC
Provider of high-touch specialty infusion services
Healthcare Services

ProcessBarron
SouthernField | EnvironmentalElements
2019
HQ: Birmingham, AL
Provider of turnkey engineered solutions and services for mission-critical industrial processes
Business Services

ExpeditedTravel
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
dvantage · AGDATA · apexanalytix · Alpine Intel · ARMSTRONG TRANSPORT GROUP · Caldwell & Gregory · HEPACO · Huseby.com · JAMESON · LANDSCAPE WORKSHOP · MERGENT · PYE-BARKER FIRE & SAFETY · TRANSFLO

CONSUMER SERVICES
COPAC · DrivenBrands · EXPRESS OIL CHANGE 10 MINUTE SERVICE · TIRE ENGINEERS FULL SERVICE AUTO CARE · JOE HUDSON'S COLLISION CENTER

HEALTHCARE SERVICES
AXIUM HEALTHCARE PHARMACY, INC. · BRASSELER USA DENTAL INSTRUMENTATION · MedData