



# 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 51 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*

#### *Partners*

Peter Clark *Investment Team*  
Al Welch *Investment Team*

#### *Principals*

Adam Elmore *Business Development*  
Tyler Moses *Investment Team*

#### *Vice Presidents*

Chris Wells *Investment Team*  
Brandon Moores *Investment Team*

Ellen Maxey *Business Development*

#### *Senior Advisor*

Nelson Schwab *Advisor*



# CAROUSEL CAPITAL

Founder-Owned

First-Time Institutional Capital

## Representative Investments



**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**



**2020 | HQ: St. Petersburg, FL**  
Tech-enabled provider of fraud claims investigation services

**Business Services**



**2020 | HQ: Birmingham, AL**  
Provider of route-based commercial landscaping services

**Business Services**



**2019 | HQ: Charlotte, NC**  
Non-asset based logistics platform providing transportation management solutions via a national network of independent and in-house freight brokers

**Business 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**



**2018 | HQ: Charlotte, NC**  
National provider of court reporting and litigation support services

**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**



