



## 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 52 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*  
Chris Wells *Investment Team*

#### *Vice Presidents*

Brandon Moores *Investment Team*  
Will Hersman *Investment Team*  
Emily Johnson *Business Development*

#### *Senior Advisor*

Nelson Schwab *Advisor*



# CAROUSEL CAPITAL

Founder-Owned

First-Time Institutional Capital

## Representative Investments



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



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



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

