

Summit Park is a Charlotte-based private investment firm focused exclusively on the lower middle market. We seek to be the partner of choice for owners, entrepreneurs, and superior management teams who share our mission of building companies of extraordinary value. Our capital can be used to facilitate a change in ownership, to support expansion and growth, to provide partial liquidity to current owners, or to support an industry consolidation plan.

Investing In Growth

Investment Profile

- \$20 to \$100 million in revenue
- \$4 to \$12 million in EBITDA
- Operations primarily based in the Southeast, Mid-South, and Mid-Atlantic regions of the U.S.
- Control investments with the opportunity for the former shareholders and the current management to reinvest in a meaningful way
- Typically first institutional capital

Transaction Dynamics

- Recapitalizations
- Management buyouts
- Estate Planning
- Family Succession
- Corporate divestitures
- No startup, turnaround, or distressed situations

Investment Characteristics

- Compelling gross profit margins
- History of stable cash flows and profitability
- Low capital intensity
- Diversified customer base
- Defensible competitive advantage
- Clear path for growth – both internally and through acquisition

Add-On Opportunities

- Strategic fit for our current portfolio
- No geographic or size limitations



Industry Focus

Business & Outsourced Services

- Maintenance and repair
- Training and compliance
- Utility and energy infrastructure
- Testing, certification, and calibration services

Value-Added Distribution

- Asset light business models
- Time and temperature control
- Transportation management and 3PL
- Reverse logistics

Light Manufacturing

- Industrial products and critical components
- Test and measurement products and equipment
- Products for the measuring and monitoring data
- Food ingredients, additives, and food safety products

Representative Investments



C.A.R.S. Protection Plus is a leading vehicle service contract (“VSC”) provider, specializing in the high mileage VSC segment. The company sells contracts at wholesale to over 10,000 used car dealerships across the U.S.



Tennessee Industrial Electronics is a leading provider of new and refurbished parts and repairs for CNC Systems.



NSI a leading designer, manufacturer and marketer of a wide variety of electrical connectors, time switches, wire management products, and related electrical components for construction, maintenance, and repair applications.



Parkline is a leading manufacturer of highly engineered, site-erected and modular metal buildings utilized for a variety of applications in the electrical utility, oil and gas transmission and distribution, wind energy, self-storage, wastewater treatment, and telecommunications industries.



Control Company is a leading supplier of digital analytical and measurement products to the scientific laboratory community in North America and a growing provider to the international market.



TESTIMONIALS

Summit Park has supported me at every turn during my time at Control. With their help and support, we have made key hires within our sales team, invested in new product development, and continued to be a strong supplier for our distributor network.

MIKE BLAZES
CONTROL

Partnering with a private equity firm was an important decision for me and my company. Before selecting Summit Park, I talked to a number of people about them, their approach, and how they work. Their references were excellent, and they have proven to be the partner for Control Company that I expected them to be.

JERRY COONEY
CONTROL

It has been a pleasure to work alongside the Summit Park team. They add value in every interaction with NSI, and in partnership we have developed a shared vision of growth for the company. Moreover, they are good people and I have developed a strong personal relationship with the team.

BRUCE BITTNER
NSI

We chose to partner with the Summit Park team because of their proven ability to support high growth businesses like Charter. They took the time to understand our business and industry and were instrumental in helping us achieve outstanding growth.

BILL PHELAN
CHARTER

Bob Calton

bcalton@summitparkllc.com

Jim Johnson

jjohnson@summitparkllc.com

Chris Cotton

ccotton@summitparkllc.com

Matt Magan

mmagan@summitparkllc.com

Rachel Hannon

rhannon@summitparkllc.com

Corey Millette

cmillette@summitparkllc.com

Houston Stokes

hstokes@summitparkllc.com

Kyle Taura

ktaura@summitparkllc.com

Ian Morris

imorris@summitparkllc.com