



FIRM OVERVIEW
2024

Lower Middle Market Partner of Choice

Summit Park is a Charlotte, NC-based private equity firm that partners with owners, entrepreneurs, and superior management teams who share our mission of building companies of extraordinary value. →

INDUSTRY FOCUS

We focus on sub-sectors within three core industries that have specific attributes that align with our investment strategy.

Business Characteristics
\$20 to \$150 Million of Revenue \$4 to \$15 Million of EBITDA
✓ Founder-owned or entrepreneurially led
✓ Strong customer value proposition as measured by high gross margins
✓ High mix business model with diversified customers and products
✓ Low capital intensity and strong free cash flow generation
✓ Large, fragmented, recession resilient markets
✓ Multiple avenues for growth

Services	Consumer	Industrial Growth
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TYPICAL SECTOR ATTRIBUTES

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| <ul style="list-style-type: none"> ⊕ Recurring service requirements ⊕ Scarce and/or technical skilled labor ⊕ Essential nature to services ⊕ Trend or preference toward outsourcing ⊕ Repeatable customer relationships | <ul style="list-style-type: none"> ⊕ Enthusiast consumer demand ⊕ Measurable product validation independent of macro drivers ⊕ Niche, specialty, or direct-to-consumer distribution channels ⊕ Favorable supply chains ⊕ Compelling customer lifetime value | <ul style="list-style-type: none"> ⊕ Regulatory-driven demand ⊕ Low-cost, mission critical products with high cost of failure ⊕ Prohibitive switching cost ⊕ Established intellectual property ⊕ Large installed base with repeat purchasing patterns |
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Summit Park leverages our collective experience and network of industry executives to source investments in verticals that align with our industry focus and sector attributes.

STRATEGY & VALUE CREATION

Talent

Augment strong teams with top talent and access to board level directors

Marketing

Sales and marketing with an orientation to growing opportunities in digital

Finance











Top-grade finance function to support accelerated growth and complexity

M&A

Source and execute opportunities for inorganic growth













Current Portfolio



Company	Fund(s)	Investment Date	Headquarters	Company Description
 Freedom ELECTRONICS	SP II / SP III	2018	Atlanta, GA	Provider of remanufactured and re-engineered electronic components for fuel dispensing and point of sale systems
 EXACTA	SP III	2019	Cleveland, OH	Provider of land surveys and lien search services for residential and commercial customers
 ELLIOTT AVIATION	SP III	2020	Moline, IL	Provider of MRO, FBO, and aircraft sales to the business aviation industry
 RuffleButts	SP III	2020	Grapevine, TX	E-commerce provider of children's swimwear, apparel and accessories
 FastGrowingTrees.com	SP III	2021	Charlotte, NC	Direct-to-consumer e-commerce retailer of trees and shrubs
 LEDGE	SP III	2021	Katy, TX	Provider of in-pool furniture and accessories and backyard consumer products
 ARTIFACT UPRISING	SP III	2022	Denver, CO	Premium DTC custom photobook and gift provider
 curion <small>Consumer insights. Delivered.</small>	SP IV	2022	Deerfield, IL	Provider of product testing, research and consumer insights for companies
 UNITED STRUCTURAL SYSTEMS USS	SP IV	2023	Nashville, TN	Provider of foundation repair, crawlspace repair, and basement waterproofing services
 Michelli <small>WEIGHING & MEASUREMENT</small>	SP IV	2023	New Orleans, LA	Test and measurement business providing calibration, maintenance, inspection, and installation services and products

Realized Investments



Company	Fund(s)	Investment Date	Exit Date	Buyer	Company Description
 United Air Temp Leader in Home Comfort Since 1927	SP III	2021	2024	Littlejohn & Co.	Provider of residential heating, ventilation, air conditioning, and plumbing services
 parkline Specialists in Industrial Building Applications	SP I-A	2012	2023	Trachte, LLC (Palladium Equity Partners)	Manufacturer of highly engineered, site-erected and pre-erected metal buildings for utility, energy, and industrial customers
 TIE The Industrial Experts	SP II	2014	2023	Diploma PLC	Provider of repair services and refurbished CNC and robotic parts to repair shops, end users and third-party procurement firms
 aspirent	SP III	2019	2022	NTT Data	Provider of data analytics consulting services
 smarTours [®] the smarter way to see the world	SP II	2017	2022	First Eagle Investment Management	Provider of direct-to-consumer, all-inclusive global travel tours
 FastGrowingTrees.com	SP II	2018	2021	Berkshire Partners and Cove Hill Partners	Direct-to-consumer e-commerce retailer of trees and shrubs
 CARS PROTECTION PLUS	SP II	2015	2020	Spectrum Automotive (Cornell Capital)	Vehicle service contract (“VSC”) provider, specializing in the high mileage VSC segment
 ARKIVE	SP II	2016	2018	Access (Berkshire Partners and GI)	Provider of full-service records management solutions to a highly diverse base of over 2,000 customers
 CONTROL COMPANY	SP I-A / SP II	2011	2017	Cole-Parmer (Golden Gate Capital)	Provider of private label and branded laboratory equipment used to measure and monitor critical conditions
 nsi INDUSTRIES	SP I-A	2012	2016	Blue Sea Capital	Supplier of electrical connectors, digital time controls and switches and wire management products
 ELECTRIC GUARD DOG SENTRY SECURITY SYSTEMS	Pre-SP I-A	2007	2009	Snow Phipps	Provider of monitored, electric perimeter security fencing for commercial and industrial facilities
 CHARTER BROKERAGE	Pre-SP I-A	2006	2008	Arsenal Capital Partners	Non-asset based third party logistics provider to the petroleum industry offering port-related logistics services



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