

The relationship-driven investment bank for business owners.

## Who We Are

Kensington Park Capital is a relationship-driven investment bank focused exclusively on middle-market entrepreneurs. We advise business owners on mergers, acquisitions, and capital strategies — guiding them through the most important transaction of their careers. With deep relationships across strategic buyers and private equity, we run competitive, efficient processes that maximize value and ensure the right long-term fit.

## Transaction Profile

- Sell side M&A, recapitalizations and buyouts
- Focus on founder and owner operated private companies
- Significant experience in all industry sectors
- Only represent institutional-quality companies
- Non-Tech acquisitions: EBITDA between \$5M and \$50M
- Tech acquisitions: annual recurring revenue > \$5M
- Growth based equity capital raises greater than \$10M
- Growth based debt capital raises greater than \$20M

## Select Transactions



## Why Partner with Us?

**Experience:** Over 36 years of building solid relationships with hundreds of strategic and private equity buyers.

**Breadth:** Sold or recapitalized 400+ companies across all industries using a wide variety of deal structures.

**Reputation:** The hundreds of buyers and sellers in our history will testify to our transparency, honesty and integrity.

**Results:** One of the highest conversion rates—ratio of closings to engagements—in the investment banking industry.

## Banker Recognition

- Global M&A Atlas Awards 2023 Deal of the Year
- Americas Top 50 Investment Bankers 2023 by Global M&A Network
- Global Finance World's Best Investment Bank
- Ernst & Young Finalist Entrepreneur of the Year
- Nashville's Entrepreneur of the Year
- Tennessee Governor's Award for Trade Excellence

## Senior Leadership

**John McDonald**  
Co-Founder Tampa / South Florida  
[JMcDonald@kensingtonpark.com](mailto:JMcDonald@kensingtonpark.com)

**Berry Cox**  
Co-Founder New Haven, CT / Tampa, FL  
[BCox@kensingtonpark.com](mailto:BCox@kensingtonpark.com)

**Adam Tilow**  
Managing Director Anaheim, CA  
[Adam@kensingtonpark.com](mailto:Adam@kensingtonpark.com)

**Alain Viviers**  
Managing Director Atlanta, GA  
[ALViviers@kensingtonpark.com](mailto:ALViviers@kensingtonpark.com)

**Alex Maggi**  
Managing Director Tampa, FL  
[AMaggi@kensingtonpark.com](mailto:AMaggi@kensingtonpark.com)

**Arnaud Viviers**  
Managing Director Atlanta, GA  
[AViviers@kensingtonpark.com](mailto:AViviers@kensingtonpark.com)

**Brad Farris**  
Managing Director Orlando, FL  
[BFarris@kensingtonpark.com](mailto:BFarris@kensingtonpark.com)

**Kelly Wade**  
Managing Director Aspen, CO / Santa Barbara, CA  
[KWade@kensingtonpark.com](mailto:KWade@kensingtonpark.com)

**Lonnie Schilling**  
Managing Director Germany / New Jersey, NY  
[LSchilling@kensingtonpark.com](mailto:LSchilling@kensingtonpark.com)

**Mark Cleveland**  
Managing Director Nashville, TN  
[MCleveland@kensingtonpark.com](mailto:MCleveland@kensingtonpark.com)

**Ron Miller**  
Managing Director St. Petersburg, FL  
[RMiller@kensingtonpark.com](mailto:RMiller@kensingtonpark.com)

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## Under Engagement

### Project Breaking Bread

- Multi-concept restaurant group operating elevated casual dining brands with a focus on wood-fired cooking, craft beverages, and regionally inspired menus.
- Well-established and scalable infrastructure to support expansion.
- 2024 revenue of \$31.7M, EBITDA \$2.5M

### Project Copycat

- Specializes in wholesale large-format printing, offering services such as graphic design, color correction, digital print production, etc.
- Provides a wide range of products such as interior and exterior signage, vehicle graphics, event displays, and more.
- Clients include Disney, McDonald's, Rolex, Publix, and more.

### Project Live Long & Prosper

- Software provider offering data management and reporting solutions for media and analytics markets.
- Delivers forecasting, post-analysis, and dashboard tools with integrated third-party datasets.
- Scalable platform model supporting recurring subscription revenue.
- 2025 FY revenue \$17M and EBITDA \$13.2M (estimated).

### Project Velocity

- Develops an in-memory database platform engineered for high-velocity event processing and analytics.
- Enables IoT use cases through real-time decisioning on streaming data at scale.
- Supports integration with edge and core systems to power low-latency customer engagement and automation.

### Project Century

- Offers AI-driven software that transforms unstructured data into actionable enterprise knowledge.
- Automates meeting summaries, task generation, and internal Q&A using natural language processing.
- Targets enterprises seeking to centralize and accelerate access to dispersed organizational information.

### Project Deep Dig

- Union utility contractor specializing in underground water, sewer, and storm systems.
- Experienced regional player with decades of supervisory expertise in infrastructure projects.
- Established reputation and track record in the Chicagoland construction market.

### Project Cool-Breeze

- Residential HVAC company with service offerings including air conditioning and heating installation, repair, and service.
- Family owned, long history serving fast-growing Tampa Bay area.
- 2024 revenue estimated around \$7M with EBITDA of \$1M.

### Project Neo Cargo

- Freight forwarding and logistics provider offering air, ocean, and ground transportation, warehousing, and customs brokerage.
- Serves clients across the U.S. with international shipping capabilities and tech-enabled tracking solutions.
- 2024 revenue of \$49M and EBITDA of \$3.5M.

### Project Breakwater

- Marine construction company specializing in coastal infrastructure projects across Florida, the Caribbean, and the Gulf Coast.
- Provides comprehensive design-build services including piers, seawalls, shoreline stabilization, dredging, and bridge construction.
- 2024 revenue of \$31.3M and EBITDA around \$5.2M.

### Project Fresh-Coat

- Designs and installs custom wall treatments, murals, and decorative finishes for interiors and exteriors.
- Caters to high-end residential, interior designers, and commercial developers.
- Combines craftsmanship and artistic techniques to create unique visual environments and personalized design features.

### Project Algor

- Provides SaaS-based retail inventory and sales planning tools to optimize merchandising decisions.
- Features include demand forecasting, assortment planning, and stock allocation for omnichannel retailers.
- Integrates with ERP and POS systems to support data-driven supply chain and cash flow improvements.

### Project Momentum

- SaaS platform connecting brands to 500+ global vendors for product sourcing and manufacturing.
- Provides supply-chain management and inventory financing to support scaling.
- Venture-backed with strong focus on private-label and consumer brand growth.

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## In the Pipeline

### Project Hospitality

- A lodging and development firm focused on acquiring, developing and managing upscale hotels and furnished residences in the Southeast U.S. and Caribbean.
- Leverages design-led branding and strategic partnerships to capture premium lodging returns in destination and resort markets.
- Growth strategy emphasizes selective project engagement and asset-light scaling in hospitality plus ancillary residential operations.

### Project Vigilance & Watchtower

- Offers security services, patrol units, and on-site protection at businesses and events.
- Serves retail centers, residential communities, corporate facilities, and more.
- Focuses on visible deterrence, rapid response, and tailored security plans

### Project Panhandle Ortho

- A Florida-Panhandle based orthopedic institute specializing in sports medicine, joint-preservation, regenerative therapies and minimally invasive spine surgery.
- Experienced surgical leadership team, delivering high-value procedures under a comprehensive musculoskeletal care model, positioned for ageing-population tailwinds.
- Growth opportunity lies in expansion of outpatient surgical centers, non-surgical regenerative services and regional referral flows.

### Project Spadework

- The Company specializes in comprehensive site development services, including excavation, utility installation, and more.
- Offers a full spectrum of services such as estimating, project management, and field supervision.
- Recognized for its commitment to safety and client satisfaction.

### Project Healthy Choice

- Develops/Formulates and manufactures nutritional supplements, vitamins.
- Serves consumer brands, private-label retailers, and nutraceutical marketers.
- Offers turnkey manufacturing solutions with a focus on quality, regulatory compliance, and product innovation.

### Project Polish

- Provides high-precision metal finishing services—including plating, coating, and surface inspection—for aerospace, defense, and industrial customers.
- NADCAP and AS9100 certified, operating as a one-stop subcontractor from raw part intake to certified, finished output.

### Project Panhandle Psych

- A niche healthcare provider operating coastal Florida locations, offering psychiatry, primary care, ketamine therapy and medical marijuana services to underserved demographics.
- Targets first responders and women's wellness segments with differentiated clinical integration and high-margin service lines.
- Positioned for growth via regional expansion in the psychiatric and aesthetic treatment landscape with a vertically integrated care model.

### Project Clear View

- Family-owned custom glass, window, and door specialist operating in Englewood, FL since 1979, serving residential and commercial clients.
- Offers impact and non-impact windows, repairs, replacements, and showroom-based customer service with local craftsmanship.