

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
- 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
Berry Cox Co-Founder	New Haven, CT / Tampa, FL BCox@kensingtonpark.com
Ron Miller Senior Managing Director	St. Petersburg, FL RMiller@kensingtonpark.com
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Mark Cleveland Managing Director	Nashville, TN MCleveland@kensingtonpark.com

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Under Engagement

Project Algard

- 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 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.
- 2025 revenue of \$53.1M and EBITDA of \$12.8M.

Project Clear Pipes

- Southeast based residential and commercial plumbing contractor offering a full suite of plumbing solutions.
- Founder owned and operated, glowing customer reviews across all platforms.

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 Argo

- Enterprise SaaS platform for corporate training, onboarding, sales readiness, and knowledge retention.
- Provides analytics to identify knowledge gaps and reinforce weak areas across teams and regions.
- Supports organizations with large, distributed teams and recurring training needs.

Project Carnivore

- Premium USDA-certified food distributor supplying high-quality meat and related products to commercial customers in a defined regional market.
- Established supplier with in-house cutting/packing operations and longstanding market relationships.
- Revenue mix driven by wholesale contracts to clients plus broader product catalog sales.

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 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 \$44M and EBITDA of \$3.5M.

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In the Pipeline

Project Bar-BQ

- Regional propane distribution and energy services provider serving residential, commercial, industrial and hospitality customers.
- Diversified service capabilities spanning bulk delivery, cylinder exchange, forklift fueling, tank installations and heater rentals.
- Technology-enabled delivery model utilizing tank telemetry, automated scheduling and mobile customer tools to support recurring demand.

Project Game Changer

- Proprietary facilities intelligence platform delivering predictive analytics and multi-year capital planning.
- Integrated software and services spanning inspections, engineering, procurement and project management.
- High-growth, recurring-revenue platform serving complex enterprise portfolios.

Project Panhandle Ortho

- Florida Panhandle orthopedic group focused on sports medicine, joint preservation and minimally invasive spine care.
- Experienced surgical team delivering high-value musculoskeletal care, supported by demographic tailwinds.
- Growth driven by outpatient surgery, regenerative services and regional referrals.

Project Sentinel

- Edge AI and IoT solutions digitizing legacy utility and infrastructure assets.
- Combines sensor hardware and analytics software to deliver real-time visibility.
- Enables anomaly detection, predictive maintenance, forecasting, billing accuracy and remote monitoring.
- Modernizes infrastructure without replacement, reducing inspections, downtime and waste.

Project Counsel

- National immigration-focused legal provider specializing in high-demand federal cases nationwide.
- Scaled, high-throughput model using centralized processes, technology and a large workforce to manage significant volume.
- Favorable demand supported by persistent immigration needs, strong client acquisition and mission-driven positioning.

Project Pacemaker

- Precision medical device manufacturer serving implantable, surgical and minimally invasive applications.
- Integrated capabilities spanning prototyping, machining, laser processing, finishing and assembly.
- Scalable ISO-certified, FDA-registered platform supporting development through production.

Project Panhandle Psych

- Coastal Florida healthcare group integrating psychiatry, primary care, ketamine therapy and medical marijuana services.
- Serves underserved segments, including first responders and women, through differentiated, high-margin offerings.
- Vertically integrated platform positioned for regional behavioral and specialty care expansion.

Project Spadework

- Turnkey civil and site development contractor supporting residential, commercial and infrastructure projects.
- Integrated construction capabilities spanning land clearing, excavation, underground utilities, roadway work, paving and landscaping.
- Established, family-owned operating platform with more than 60 years of experience and a strong reputation.