



# THE BEEKMAN GROUP

**The Beekman Group (“TBG”) is a leading private equity firm dedicated to partnering with management teams to grow companies into market leading businesses. Beekman manages approximately \$500 million of capital and has access to additional capital through strategic co-investment relationships.**

The Beekman team consists of experienced private equity professionals, as well as a select group of Industry Operating Advisors who are leading executives in our targeted industry segments. Our Industry Advisor approach to investing is the cornerstone of our investment strategy – bringing financial and operational resources to lower middle market companies in order to accelerate growth and create value for all shareholders.

We focus on lower middle market investments in service-related sectors including healthcare, consumer, and business services. We partner with management teams who desire to be significant owners and create meaningful value by accelerating organic and acquisition growth initiatives. We employ a unique approach to implementing a value creation roadmap for each investment, as demonstrated by our proven track record, extensive experience, and 25-year reputation.

## INVESTMENT CRITERIA

---

- Defensible market positions, sustainable cash flows and high returns on capital
- Strong operating management team with meaningful equity ownership or desire to have a meaningful stake
- Revenues between \$10 - \$200 million
- Control-oriented transactions with values between \$10 - \$200 million
- Lead or co-lead investments in special situations alongside select equity partners in larger transactions
- TBG investment / equity size between \$10 - \$75 million (additional co-investment capital available)

## TRANSACTION PROFILE

---

- Sale, recapitalizations and management buyouts of privately held companies
- Industry consolidations and platform buy and build transactions
- Capital infusions to finance growth, expansion opportunities and acquisitions
- Special situations transactions
- Distressed opportunities requiring financial restructuring
- Divestitures of non-core divisions of larger corporations

## INDUSTRY FOCUS

---

Business Services		Consumer Services	Healthcare Services
▪ Alarm and Security	▪ Insurance / Financial Services	▪ Food / Consumer Package Goods	▪ Dental
▪ Aviation	▪ Maintenance Parts and Services	▪ Franchise Models	▪ Dermatology
▪ Business Process Outsourcing	▪ Manufacturing Services	▪ Health and Wellness	▪ Diagnostics and Monitoring
▪ Distribution Services	▪ Media / OOH Advertising	▪ Leisure and Entertainment	▪ ER and Urgent Care
▪ Education and Training	▪ Test, Measurement and Compliance Services	▪ Luxury Retail	▪ Eye care
▪ Financial Tech Services		▪ Pet Value Chain	▪ Hospital Outsourcing
		▪ Restaurants / Food Service	▪ Physical Therapy

---

**We are currently seeking new platform investments and add-on acquisitions for our portfolio companies.**

# THE BEEKMAN GROUP

## REPRESENTATIVE PORTFOLIO COMPANIES

### Consumer



New Vision is a multiplex theater circuit featuring first-run movies, alternative content, and an expanded food and beverage offering.



NorthStar Alarm provides residential security and home automation services to over 60,000 households across the U.S.



OneWater Marine is one of the largest recreational boat dealerships in the U.S., offering new and pre-owned boats in addition to parts and services.



TBG Food Acquisition Corp. is a franchise platform company dedicated to acquiring and growing restaurant units of highly recognizable QSR brands.



Ted's Cafe Escondido is a full-service Mexican restaurant chain known for food quality, exceptional service, and outstanding value proposition.

### Business Services



Brite Media is a specialty out-of-home advertising company focused on "hand-delivered" marketing and transit advertising platforms.



Direct Connect provides customized and integrated electronic payment processing, equipment, services and support for business enterprises across the U.S.



Elite ISI offers remote guarding security solutions that provide clients with effective security at greatly reduced costs when compared to traditional guard services.



Integro Ltd. is a full service, independent insurance firm providing dedicated brokerage and risk management services to commercial clients globally.



Ironshore Inc. is an insurance company focused on writing global excess and surplus lines.

### Healthcare Services



Delaware Valley Management Holdings is a provider of non-clinical office support and administrative services to dental practices around Philadelphia.



REVA is the largest U.S. fixed wing air ambulance services provider and provides responsive, safe and reliable air transportation and quality medical care.



New England Management Services is a provider of non-clinical office support and administrative services to dental practices in Massachusetts.



Gentle Dental is a dental practice management organization located in Central and South Florida.

### Former



## BEEKMAN CONTACTS

The Beekman Team has significant private equity experience and all its investment professionals are involved in evaluating new investment opportunities and portfolio company oversight.

John G. Troiano  
Managing Partner & CEO  
[jtroiano@thebeekmangroup.com](mailto:jtroiano@thebeekmangroup.com)

Andrew V. Marolda  
Managing Director  
[amarolda@thebeekmangroup.com](mailto:amarolda@thebeekmangroup.com)

Andrew M. Brown  
Managing Director  
[abrown@thebeekmangroup.com](mailto:abrown@thebeekmangroup.com)

Christopher J. Artinian  
Managing Director  
[cartinian@thebeekmangroup.com](mailto:cartinian@thebeekmangroup.com)

James (Jim) H. Clippard  
Principal  
[jclippard@thebeekmangroup.com](mailto:jclippard@thebeekmangroup.com)

Michael J. Dobeck, Jr.  
Vice President  
[mdobeck@thebeekmangroup.com](mailto:mdobeck@thebeekmangroup.com)

Edward S. Chung  
Senior Associate  
[echung@thebeekmangroup.com](mailto:echung@thebeekmangroup.com)

Jonathan D. Tanenbaum  
Senior Associate  
[jtandenbaum@thebeekmangroup.com](mailto:jtandenbaum@thebeekmangroup.com)

Neeraj Prathipati  
Associate  
[nprathipati@thebeekmangroup.com](mailto:nprathipati@thebeekmangroup.com)

Shaun Caesar  
Associate  
[scaesar@thebeekmangroup.com](mailto:scaesar@thebeekmangroup.com)