

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 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 Collision

- Established forensic engineering and accident reconstruction firm serving insurers, attorneys and corporate clients.
- Provides failure analysis, vehicle investigations, data retrieval, 3D modeling and expert-witness services.
- Attractive platform with specialized technical expertise, recurring referral relationships and geographic expansion potential.

Project High Flyer

- Integrated private aviation platform offering charter, memberships, aircraft management, maintenance and transaction advisory services.
- Diversified fleet access supports a broad range of customer, geographic and mission requirements.
- Multiple revenue streams provide recurring relationships, cross-selling opportunities and scalable growth potential.

Project Mind Matters

- Regional, multi-disciplinary healthcare platform spanning outpatient psychiatry, psychotherapy, primary care, and pharmacy services.
- Comprehensive behavioral health continuum includes psychiatric evaluations, medication management, individual and family therapy, telehealth, addiction, and other modalities. adults.
- Diversified cash-pay and commercial / government payer exposure with recurring patient relationships.

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 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 Mach 3

- SaaS platform for managing and automating paid media campaigns.
- Integrates with Google, Microsoft, Amazon, Meta, and LinkedIn advertising ecosystems.
- Supports 461,000+ ad accounts and over \$5.3 billion in ad spend.

Project Rising Tide

- Established full-service marina and boatyard providing vessel storage, maintenance, repair and marine support services.
- Diversified offering across wet and dry storage, mechanical service, fiberglass, fabrication, rigging, refinishing and fuel.
- Scaled waterfront infrastructure supports recurring storage revenue and attractive cross-sell opportunities across service and ancillary offerings.

The background of the top section of the slide is a scenic photograph of a forested mountain range. The mountains are covered in dense green trees, and the sky is a soft, hazy blue. The text "The relationship-driven investment bank for business owners." is overlaid on this image in a white, serif font.

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In the Pipeline

Project Drydock

- Leading East Coast shipyard serving large yachts and commercial vessels.
- Operates specialized facilities with deep-water access and heavy-lift capabilities.
- Provides integrated maintenance, repair, refit, and new construction services.

Project Pacemaker

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

Project Roadster

- Established franchised automotive dealership serving an attractive Tri-State market with a long operating history and strong local brand presence.
- Diversified revenue model across new and pre-owned vehicle sales, financing, parts, and service.
- Scaled fixed-operations platform supported by OEM-certified technicians, repeat customers, and established service infrastructure.

Project Forge

- Provider of staffing, recruiting, and outsourced HR solutions with deep expertise serving manufacturing and industrial customers.
- Supports clients across high-volume hiring, skilled recruitment, workforce development, and more.
- Long-standing customer relationships and specialized industry expertise drive a differentiated workforce solutions platform.

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 Shine

- Premium express car wash operator delivering a differentiated customer experience.
- Recurring membership model supported by unlimited-wash plans and loyalty programs.
- Multiple revenue streams across memberships, single washes, and prepaid packages.