



FIRM OVERVIEW

Rosewood Private Investments is the private equity arm of the Rosewood Corporation, a multi-billion-dollar, family-owned enterprise headquartered in Dallas, Texas. We are a stable, evergreen source of capital that does not depend on outside equity. This drives alignment with our partners and management teams and allows for flexibility in structuring. We are not bound by arbitrary timetables and are able to utilize conservative capital structures so that our teams can focus on, and reinvest profits in, growth.

We use our expertise in acquisitions and financing to collaborate with management and grow the businesses in which we invest – both organically and through add-on acquisitions. We possess an underlying philosophy that value is created over the long-term and are committed to making ongoing capital investments to help our companies reach their true potential.

Senior Team

Derry Burns
Managing Director

Briton Burge
Director

Austin Santoro
Director

Matt Denny
Principal, Ops

Howard Armistead
Principal

Jean Turlington
Vice President

Kendall Childers
Vice President, BD

CORE SECTORS OF INTEREST - *Rosewood primarily invests in essential, B2B services across various sectors and end-markets.*



Industrial & Commercial Services

- Facilities Maintenance
- Landscaping & Pond Maintenance
- HVAC & Refrigeration
- Testing, Inspection, Certification, & Compliance (TICC)
- Distribution
- Controls & Systems Maintenance
- Fleet Maintenance
- Flow Control
- Utilities & Infrastructure
- Specialized Equipment
- Industrial Tech



Environmental Services

- Industrial Cleaning & Waste Management
- Water / Wastewater Management
- Vegetation Management
- Solid Waste Collection & Disposal
- Filtration



Business Services

- Tech-Enabled Services
- MSP & IT Services
- Cyber Security
- Business Process Outsourcing
- Security & Access Control
- Transportation & Logistics



Additional Sectors of Interest

- Aerospace & Defense
- Route Based Residential Services
- Essential Consumer Services
- Specialty Chemicals & Ingredients
- Food & Beverage
- Specialty Packaging
- Niche & Additive Manufacturing

INVESTMENT CRITERIA

Company Characteristics

- Headquartered in the U.S.
- Rev: \$20mm – \$150mm
- EBITDA: \$5mm – \$20mm
- Experienced, growth-oriented management team
- No minimum EBITDA requirement for add-ons

Control Equity

- Low use of leverage (50%+ equity)
- Ability to deploy \$40mm – \$150mm per platform
- Ample capital available for add-ons
- Flexible reinvestment requirement; rollover at founder's discretion

Structured Minority

- Ability to deploy \$25mm – \$100mm per platform
- Structured solutions including preferred equity, co-control situations, and non-control common equity
- Support for management buyouts, growth capital, acquisition financing, minority recaps, and special situations

Independent Sponsors

- Ability to deploy \$25mm – \$100mm per platform
- Collaborative, relationship-driven group looking for a true partner
- Hands on team to drive long-term value creation
- Strong institutional knowledge in respective sectors as thematic sponsor

Industrial & Commercial Service Investments



Description: Full-service landscaping company specializing in landscape installation, maintenance, irrigation, lighting, and flatwork hardscapes
Closed: March 2025
Deal Team: G.T. Barden, Briton Burge, Travis Groos, Jack Chapman
Add-On Location: Southeast US



Description: Provider of service, installation, distribution, and repair of fuel equipment
Closed: December 2021
Deal Team: G.T. Barden, Austin Santoro, Alex Eichler, Brady Freeman
Add-On Criteria: Providers to fuel or electric charging infrastructure
Add-On Location: South and Southeast US



Description: Provider of recurring inspection, testing, maintenance, and construction of fire protection systems
Hold Period: December 2020 – July 2025 (rolled into a minority position after exit to Cobepa)
Deal Team: Derry Burns, Austin Santoro, Jack Chapman



Business Service Investments



Description: Full-service Managed Services Provider ("MSP"), hardware reseller, and IT consultancy
Closed: October 2020
Deal Team: Marquez Bela, Briton Burge, Travis Groos
Add-On Criteria: IT Managed Services and Cyber Security
Add-On Location: Southeast US



Description: Logistics management company of installation services for big-box retailers
Closed: July 2006
Deal Team: G.T. Barden
Add-On Criteria: N/A – Not Acquisitive

Other Investments



Description: Consolidation platform of 42 initial rooftops in the funeral home, cemetery, and crematory sector serving rural communities
Sector: Consumer Services – Death Care
Closed: March 2024
Deal Team: Derry Burns, Austin Santoro, Brady Freeman
Add-On Location: Northeast US

**Acquired
Rooftops**

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Sector: Consumer Services - Nutrition & Wellness

Deal Team: Marquez Bela, Matt Denny, Jean Turlington

Add-On Location: Global



Description: Manufacturer of branded ionic trace minerals and supplements
Closed: February 2022



Description: Third-party manufacturer of gummy supplements
Closed: March 2022



Description: Manufacturer of branded Herbal supplements, specializing in liquid tincture & soft gel
Closed: January 2024



Description: Manufacturer of hardwood-veneered plywood panels that are used in furniture and other applications
Sector: Building Products
Closed: October 2010
Deal Team: G.T. Barden
Add-On Criteria: N/A – Not Acquisitive