

Firm Overview

Carr's Hill Partners is a lower middle-market private equity firm that provides capital and expertise to family and founder-owned industrial and infrastructure services companies. Based in New Orleans, we invest throughout North America, focusing on the Gulf Coast and the greater Southern United States. Our team brings the experience and learnings from over 50 private investments, further supported by a cultivated network of formal and informal partners and executives who are experts in their fields. Our operating expertise, institutional capabilities, and network of executives provide management partners with a foundation for exceptional growth.

Why Partner with Carr's Hill?

Hands-On Approach

We play an active role, and lead with our capabilities across operations, M&A, commercial relationships, and managerial topics.

Sector Expertise

With the experience of over 50 private investments, our team has a long history of investing in and supporting the growth of high-quality industrial and infrastructure services businesses.

Strong Alignment

We treat entrepreneurs as partners and are personally invested in each opportunity, providing for great alignment of priorities with management equity holders.

Our Strategy

Industrial & Infrastructure Services

- Mission critical services or solutions that need to be carried out at regular intervals, ability to perform through cycles.
- Specialty products or services with strong technical features, providing opportunities for technology & innovation to drive growth.

Lower Middle-Market

- Large universe of proven, small-cap companies with limited access to capital looking for a true partner.
- Opportunity to bring sophistication and succession stability to otherwise great organizations.
- Niche, highly fragmented subsectors.

Team

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Investment Criteria

- ◊ \$5MM to \$15MM EBITDA for new platforms; add-on acquisitions of any size
- ◊ Gulf Coast focus; ability to invest throughout North America
- ◊ Family-/founder-owned companies; 1st institutional capital
- ◊ Control investments in management buyouts, recapitalizations, and carve-outs
- ◊ Management with leadership capabilities; looking for an active partner to grow
- ◊ Defensible barriers to entry, competitive "moat"
- ◊ High cash flow generation with strong margins

Target Sectors

Thematic investment strategy, targeting core industrial and infrastructure services sub-sectors

- ◊ Environmental & Waste Services
- ◊ Facility Services
- ◊ Industrial Technology
- ◊ Infrastructure & Utility Services
- ◊ Marine, Road, & Rail Services
- ◊ Niche Manufacturing
- ◊ Packaging
- ◊ Safety & Compliance Services
- ◊ Specialty Chemicals
- ◊ Testing & Inspection
- ◊ Transportation & Logistics
- ◊ Water & Wastewater Services

Our Portfolio

We focus on lower middle-market companies led by entrepreneurial managers, operate in sectors we know well with long-term growth trends, and provide opportunities for us to materially influence the trajectory of the business.

Active

SMART Safety



Outsourced life safety and compliance management services

Baton Rouge, LA &
Atlanta, GA
November 2023

Active

Matthews Brothers
Dredging



Leading provider of mechanical marine dredging services serving the U.S. Gulf Coast markets

Pass Christian, MS
April 2023

Active

Arrow Waste



Diversified waste hauling business serving the broader Atlanta metropolitan area

Conley, GA
May 2022

Active

Axis Industries



Industrial contractor specializing in scaffolding, coatings, and other soft-crafts services to Gulf Coast industrial end markets

Deer Park, TX
June 2020

Realized

Gates Fuel Services



Full-service provider of fuel logistics and related services to the North American marine transportation sector

Santa Fe, TX
January 2019