

Gemini does not take a “one size fits all” approach to its investment strategy. We work with each company to create an individualized structure that best meets the needs of that business and the objectives of its stakeholders. Our more than twenty-five years of investment experience are as diverse as the companies with which we partner.

Company Criteria

- Companies with 3+ years of operating history
- Moderate to strong historical and projected growth
- Revenues of \$5 to \$50 million
- EBITDA of at least \$1 million
- Experienced management teams
- Based anywhere in the continental U.S.
- Industries of particular focus include:
 - Business Services
 - Education
 - Healthcare
 - Distribution
 - Later Stage Technology
 - Waste and Recycling
 - Manufacturing
 - Aerospace and Defense
 - Consumer Products and Services

Investment Size and Structure

- \$3 to \$8 million target investment
- Flexible capital structure:
 - Subordinated Debt
 - Preferred Equity
 - Common Equity
- Control and minority transactions
- Willingness to co-invest with partners

Transaction Types

- Growth Capital
- Acquisition Financing
- Shareholder Liquidity
- Recapitalizations
- Management Buyouts

Contact Us

Gemini Investors is a private investment firm focused on providing capital to established, smaller middle market businesses, operating in nearly all industry sectors, with revenues between \$5 and \$50 million. We have invested over \$900 million in more than 190 companies since our inception. We invest in a variety of transactions including growth capital, acquisitions, recapitalizations, and buyouts.

Committed to the Middle Market

- Gemini invests in established businesses with experienced management teams that have a solid operating history and significant growth potential.
- Target companies have revenues between \$5 and \$50 million, and EBITDA of at least \$1 million.
- Currently investing Gemini Investors VIII, L.P.

Flexible Approach to Investing

- Gemini provides a wide range of junior capital financing structures, including subordinated debt with warrants, preferred stock, and common equity.
- We will invest in both minority and control positions.
- We are industry generalists, with a proven track record in consumer products and services, business services, manufacturing, distribution, healthcare services, education, aerospace and defense, franchising, waste and recycling, and hardware and software technologies.
- Our principals have extensive experience leading transactions, as well as co-investing with other private equity firms and independent sponsors.

Experienced Partner

- The firm's general partners have all worked together since the early 2000s, and collectively bring 120+ years of experience in operating management, consulting, investment banking, and private equity.
- As well as providing capital, our investment team has the knowledge, expertise, and resources to assist management in all aspects of corporate growth.

Industry Recognition



In 2009, the U.S. Small Business Administration selected Gemini from among 300 current Small Business Investment Companies (SBIC) funds as the inaugural winner of the SBIC of the Year Award. In 2004, Buffalo Wild Wings, a Gemini Investors portfolio company, was named Portfolio Company of the Year by the National Association of Small Business Investment Companies. In 2010, Marinello Schools of Beauty, a Gemini Investors portfolio company, was named Portfolio Company of the Year.

**James J. Goodman • President**

jgoodman@gemini-investors.com

Jim has been an investor in private middle market companies for the last 35 years. Since 1993, when he founded Gemini's predecessor firm, he has raised eight private equity funds and completed investments in more than 190 different companies. From 1989 to 1993, Mr. Goodman was a Vice President with Berkshire Partners, a Boston-based private investment firm. Previously, he was a management consultant for five years with Bain & Company. Mr. Goodman has been a Director or Board observer for over 50 portfolio companies during his investment career. Mr. Goodman received his A.B., J.D., and M.B.A. from Harvard University and is a member of the State Bar of California.

**Jeffrey T. Newton • Managing Director**

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Jeff has been a Managing Director of Gemini Investors since 1997 and an active participant in the private equity market since 1992. He has played a lead role in more than 50 transactions and has represented Gemini on the Board of Directors of over 40 portfolio companies. Prior to Gemini, Jeff was President of Concord Partners Ltd., a middle market investment banking firm. Previously, Jeff was Senior V.P. and Treasurer of Lifetime Corp., then the largest home health care services company in the United States, and a vice president in the investment banking division at Prudential Securities. Jeff holds a B.S. from the University of Vermont and an M.B.A. from the Tuck School at Dartmouth College.

**David F. Millet • Managing Director**

dmillet@gemini-investors.com

David has been a Managing Director of Gemini Investors since 1997 and a private equity investor since 1988. David has represented Gemini on the Board of Directors of over 25 portfolio companies. Prior to joining Gemini, from 1988 to 1996, David was President of Chatham Venture Corp., a technology venture capital firm. From 1983 to 1988, David was the CEO of a publicly traded home healthcare company. From 1975 to 1983 he was a group executive at NEC Electronics, USA, a US subsidiary of NEC of Japan. From 1966 to 1975, David was Senior Consultant at Arthur D. Little. David holds a B.A. from Harvard University.

**James T. Rich • Managing Director**

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Since joining the firm in 2000, Jimmy has been actively involved in investing Gemini's five most recent funds during which time Gemini has completed over 150 transactions. He has played a lead role in over 45 of these investments and has served on the Board of Directors of over 35 Gemini portfolio companies. Prior to joining Gemini, Jimmy was a Senior Associate at Citizens Energy where he concentrated on business development initiatives. He began his career in the investment banking group at J.P. Morgan, where he focused on mergers and acquisitions and capital raising for consumer businesses. Jimmy holds an A.B. from Dartmouth College.

**Matthew E. Keis • Managing Director**

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Joining Gemini in 2000, Matt has been actively involved in investing Gemini's five most recent funds, during which Gemini has completed over 150 new platform investments. He has played a lead role in completing over 45 of these investments and has served on the Board of Directors of more than 35 of Gemini's portfolio companies. In addition to his expertise in franchising and aerospace, Matt has also invested in several manufacturing and distribution businesses. Prior to joining Gemini, Matt was a Senior Associate at Andersen, where he worked with middle market businesses and private equity firms. A Certified Public Accountant, Matt received his B.S. from Boston College.

**Robert P. Menn • Managing Director**

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Rob joined Gemini in 2007 and has been actively involved in completing over 30 transactions for the firm in a variety of industries including technology, business services, education, healthcare, manufacturing and distribution. He has served on the Board of Directors of 24 portfolio companies. Previously, he worked at RBC Capital Markets where he focused on mergers and acquisitions, public equity financings, and private placements for middle market businesses in the technology sector. Rob received his B.S. in Quantitative Economics from Tufts University.

**Christopher M. Hughes • Principal**

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Chris joined Gemini in 2018. Previously, he worked at Needham & Company advising middle market companies on merger & acquisitions, public equity financings and private placements in the technology sector. Chris received a B.S. in Management from Boston College with concentrations in Finance and Information Systems.

**Michelle E. Kornack • Vice President**

mkornack@gemini-investors.com

Michelle joined Gemini in 2019. Previously, she worked at Citizens Bank in the Leveraged Finance group, engaged in financing leveraged buyout and M&A transactions for private equity-backed, middle market companies. Michelle received a B.A. from Boston College with a double major in Mathematics and Economics.

**Kelsey A. Broyles • Senior Associate**

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Kelsey joined Gemini in 2021. Previously, she worked at Citizens Bank in the Leveraged Finance group, where she focused on financing leveraged buyout, M&A, and recapitalization transactions primarily for middle-market private-equity owned companies. Kelsey received a B.A. in Economics from Villanova University.

**Brett Clark • Senior Associate**

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Brett joined Gemini in 2021. Previously, he was an investment banker at Barclays in their Natural Resources Group, where he advised clients on mergers and acquisitions, leveraged buyouts, divestitures, and other strategic alternatives. Brett received his B.A. in Economics from Harvard University.

**Caroline Curtin • Senior Associate**

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Caroline joined Gemini in 2022. Previously, she worked in the Leveraged Finance group at Citizens Bank, focusing on M&A, leveraged buyouts, and other debt financing transactions, primarily for private equity-owned companies in the middle market. Caroline received a B.S. in Neuroscience from Trinity College.

**Nick Yennaco • Associate**

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Nick joined Gemini in 2023. Prior to Gemini, he worked at Silicon Valley Bank focusing on corporate strategy and L.E.K. Consulting on private equity and strategy engagements. Nick received a B.S. in Management from Boston College with concentrations in Finance and Information Systems.

**Andrew Ko • Associate**

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Andrew joined Gemini full-time in 2023. Previously, he worked with Gemini as a Summer Analyst. Andrew graduated from Boston College with a Bachelor of Arts in Mathematics and a Bachelor of Science in Management with a concentration in Finance.

**Ryan Watts • Associate**

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Ryan joined Gemini in 2025. Previously, he worked in investment banking at Stifel in the consumer group, where he advised clients on mergers and acquisitions, leveraged buyouts, and other strategic alternatives. Nathan received a B.S. in Business Administration with a concentration in Finance from Babson College.

**Nathan Watts • Associate**

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Nathan joined Gemini in 2025. Previously, he worked in investment banking at Stifel in the consumer group, where he advised clients on mergers and acquisitions, leveraged buyouts, and other strategic alternatives. Nathan received a B.S. in Business Administration with a concentration in Finance from Babson College.

Recapitalization



Provider of systems engineering and life cycle asset management services to U.S. defense agencies

November 2025

Recapitalization



Provider of event rental equipment and services

September 2025

Recapitalization



Provider of home caretaking, property management, and construction-related services

July 2025

Recapitalization



Provider of commercial towing, transport, fleet and accident recovery services

June 2025

Buyout



Manufacturer of specialty breads and baked goods

May 2025

Buyout



Manufacturer of smoked salmon products

May 2025

Buyout



Provider of commercial janitorial services and supplies

May 2025

Buyout



Manufacturer of non-destructive test and measurement products

February 2025

GEMINI INVESTORS

Representative Investments

Manufacturing & Distribution

 EB METAL U.S. Manufacturer and distributor of steel framing products.	 Sierra USA® Manufacturer of skiving and burnishing machines.	 PERMA-PATCH PERMANENT PAVEMENT REPAIR Manufacturer of premium asphalt products.
 EXPRESS Window Films Supplier of automotive and architectural window film.	 AEROSPACE CONTACTS Precision manufacturer of electrical connector contacts.	 THE Phillips Screw+ COMPANY Innovating since 1968 Manufacturer and distributor of patented fastener drive systems.
 GERONIMO GALLOYS Precision manufacturer of hardened metal alloy replacement parts.	 QPC The Finishing Touch Provider of a full range of powder coating services.	 CONSOLIDATED STERILIZER SYSTEMS Manufacturer of steam sterilizers.
 ULTRACOR Engineered Specialty Honeycomb Manufacturer of specialty composite honeycomb cores.	 TJ HALE Provider of high quality retail fixtures and installation services.	 SolmeteX® Supplier of dental waste management products.
 SPECTRO-UV Manufacturer of non-destructive test and measurement products.	 AMERICAN STANDARD CIRCUITS Manufacturer of printed circuit boards.	 Virginia glass mirror Manufacturer of glass and mirror products.
 Aero Bending Company Manufacturer of specialty tube assemblies for aerospace and defense programs.	 ALPINE Distributor of high precision ball bearings.	 TEKLEEN AUTOMOTIVE & INDUSTRIAL WATER FILTERS Provider of water filtration equipment.

Consumer Products & Services

 TRU FIT Operator of fitness centers in South Texas.	 hiatus SPA + RETREAT Provider of wellness spa and medical spa services.	 Coast of Maine Organic products for healthy plants Producer of organic soil and fertilizer products.
 UNCLE JOHN'S PRIDE Manufacturer of sausage and boudin products.	 ALEXIS RUSSELL Direct to consumer e-Commerce jewelry designer and manufacturer.	 Conditioned Air® Provider of HVAC maintenance, repair and installation services.
 BAG BALM. Manufacturer of branded over-the-counter moisturizing salve.	 THE CABLE COMPANY Online distributor and retailer of specialty audio products.	 HONEY SMOKED FISH CO Manufacturer of smoked salmon products.
 CATALINA FINE FOODS Manufacturer of authentic Cuban and Hispanic frozen food products.	 Connecta Satellite Solutions Retailer and distributor of mobile satellite solutions.	 Little Newtons BRILLIANCE GUARANTEED Operator of schools focused on early childhood development.

Healthcare

 EXCELIN HOME HEALTH Provider of home healthcare services.	 TOTALCARE RX Provider of specialty pharmacy services.	 21st CENTURY HEALTH CARE CONSULTING SERVICES Provider of administrative and regulatory consulting services to home care agencies.
 AZ MediQuip Medical equipment made easy. Home medical equipment provider and retailer.	 Always Best Care senior services Franchisor of in-home care and assisted living placement services.	 Health Care Technology Specialty distributor of consumables to hospitals and specialty pharmacies.

GEMINI INVESTORS

Representative Investments

Business Services

	Howard Alan Events Operator of arts and craft shows.		Adventure Media and Events Operator of media, publications and industry events for the toy industry.		JANUS Research Group Provider of communications, intelligence, surveillance and reconnaissance services.
	Continental Buying Group Membership-based jewelry service provider.		Universal Building Services Provider of commercial janitorial services and supplies.		Lois L. Lindauer Searches Provider of retained executive search services to the non-profit sector.
	AOTCO Metal Finishing Provider of metal finishing services.		Oceanwide Repair Provider of ship repair services.		Light Soda Provider of equipment rental services for the restaurant industry.
	Corporate Caterers Franchisor of branded catering services.		Tablescapes Provider of event rental services.		Town & Country Fence Installer of perimeter fencing for public works, commercial, and residential projects.
	Westco Grounds Maintenance Provider of landscaping services.		PI Worldwide Provider of behavior assessment software for hiring & talent management.		KP Provider of marketing and communications services.
	Well-Foam Provider of production and completion oilfield services.		Bonded Filter Provider of HVAC air filter replacement and maintenance services.		Winterberry Provider of landscaping and golf irrigation services.
	Bear Group Provider of website development and e-commerce solutions.		Action Equipment Provider of scaffolding rental equipment and erection and dismantle services.		Vision Solutions Provider of property tax appraisal software and services.
	Sinclair Well Products Full service supplier of drilling products.		The Center for Sales Strategy Provider of B2B sales and marketing consulting services.		Saval Foodservice Foodservice distributor and deli meats producer.

Select Prior Investments

	Wingstop Restaurants Operator and franchisor of fast casual restaurants.		Aspen Dental Operator of dental practice offices focused on prosthetics.		Buffalo Wild Wings Franchisor and operator of quick services restaurants. (NASDAQ: BWLD)
	Aileron Solutions Provider of data to the healthcare industry.		ExamSoft Provider of software solutions for the administration of computer-based tests.		Harvey Tool Provider of specialty carbide cutting tools for the metalworking industry.
	Endres Processing Recycler of food waste into livestock feed.		Correctional Healthcare Companies Provider of inmate healthcare management.		Ledco Provider of equipment for mobile computing solutions.
	Dealer Tire Distributor of tires and provider of specialized services to auto dealers.		Marinello Operator of cosmetology post-secondary schools.		EDCare Provider of medical management services for hospital emergency rooms.

Select Prior Investments

 <p>Candescence Healing Operator of hospital based wound centers.</p>	 <p>Coast Plating Provider of metal finishing services for the aerospace industry.</p>	 <p>Wazee Provider of repair services for cranes, motors, and wind turbine engines</p>
 <p>PureCars Provider of online marketing tools for auto dealerships.</p>	 <p>Pinnacle Treatment Centers Provider of residential and outpatient addiction treatment services.</p>	 <p>Just Brakes Operator of automotive service centers.</p>
 <p>Colorado Components Supplier of aftermarket wheels and tires for recreational off-road vehicles.</p>	 <p>Wake Research Provider of clinical trial services to the pharmaceutical industry.</p>	 <p>All Aboard America Provider of motorcoach transportation services.</p>
 <p>Jan-Pro Franchisor of commercial cleaning services.</p>	 <p>Scotia Technology Manufacturer of aerospace tubular components.</p>	 <p>BlueWater / FabEnCo Manufacturer of workplace safety products.</p>
 <p>Quest Events Provider of high quality special event rental products.</p>	 <p>Wallboard Supply Company NH • ME • VT • MA</p>	 <p>Accurate HomeCare Provider of home healthcare services.</p>
 <p>Trinity Partners Provider of strategy consulting services to the life sciences industry.</p>	 <p>New Era Provider of IT, audio visual and software products and services.</p>	 <p>Phoenix Aromas Supplier of flavor and fragrance components.</p>
 <p>Betatronix Designer and manufacturer of custom precision potentiometers.</p>	 <p>CSL Provider of metal finishing services.</p>	 <p>Classic Party Rentals Provider of party equipment rentals.</p>
 <p>Antares Designer and manufacturer of semiconductor test equipment.</p>	 <p>TGaS Advisors Provider of benchmarking and advisory services to pharmaceutical companies.</p>	 <p>ACT Teleconferencing Provider of global teleconferencing services.</p>
 <p>Willow Operators of a network for customer relations management services.</p>	 <p>gomembers.com Applications service provider of software to member-based organizations.</p>	 <p>Benchmark Assisted Living Leading developer and manager of assisted living communities.</p>
 <p>Delta Horseshoe Provider of high quality special event rental products.</p>	 <p>National Telemanagement Provider of call processing and subscriber support services.</p>	 <p>Wells CTI Designer and manufacturer of semiconductor test equipment.</p>
 <p>Restaurant Technologies Provider of bulk cooking oil management services to restaurants.</p>	 <p>Bergenson's Provider of professional cleaning and maintenance services.</p>	 <p>Art Technology Group Developers of software for Internet commerce.</p>
 <p>High Jump Software Developer of supply chain execution software and services.</p>	 <p>LL&S Processor and recycler of construction and demolition debris.</p>	 <p>PRN Provider of physical therapy and specialty rehabilitation services.</p>