

IMB PARTNERS

Founded in 2010, IMB Partners is a private equity company focused on making control acquisitions and partnering with management teams to grow lower middle market companies serving:



Utilities/Infrastructure Services



Government Contracting (GovCon)

IMB seeks to invest long-term junior and equity capital on a deal-by-deal basis with our own capital and on behalf of our network of over 25 institutional investors, family offices, and high-net-worth individuals.

Our Partner Companies Utilities / Infrastructure Services



Car and Duff

Specialty electrical services for numerous industries including utilities, transportation, industrial, education, and healthcare.

Initial Investment: 2022
Location: PA | Status: MBE



Farwest Corrosion Control

Leader in cathodic protection and corrosion control services, including products, engineering, and installation

Initial Investment: 2022
Location: CA | Status: MBE

GovCon: Mission Supports



Richmond Wholesale

Leading global food manufacturer supplying the U.S. military.

Initial Investment: 2020
Location: CA | Status: MBE



Elite Brands

Sales, marketing, and distribution company that supplies perishable, semi-perishable, and non-perishable products to DoD.

Initial Investment: 2021
Location: MA | Status: N/A



Alder Foods

Food distributor and manufacturing firm, one of the largest suppliers of grocery products to U.S. military.

Initial Investment: 2016
Location: MA | Status: N/A

GovCon: IT Services



e&e Technology Consulting

IT services and consulting firm serving government and commercial clients.

Initial Investment: 2014
Location: PA | Status: MBE



Ashburn Consulting

Cybersecurity and network engineering firm serving government, education, and commercial clients.

Initial Investment: 2020
Location: VA | Status: MBE



eTelligent Group

Premier provider of emerging technologies and program management solutions to the U.S. Government

Initial investment: 2023
Location: NJ | status: N/A

MSP Provider



IMB Solutions

Managed service provider (MSP) business serving a leading pharma corporation.

Initial Investment: 2013
Location: MD | Status: MBE

Contact Us

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Our Investment Criteria

- » Proven and committed management team with collective experience of 100+ years
- » \$5-\$25M EBITDA for new platforms (\$1.0M+ in EBITDA for add-ons)
- » CapEx <20% of EBITDA
- » Stable cash flow with clear growth avenues
- » Existing supplier to utility and/or government customers that value diversity

Company Characteristics

Our Team



Tarrus Richardson
Founder And CEO
Bethesda, MD



Farrah Holder
Managing Director
Bethesda, MD



Kelvin Pennington
Managing Director
Chicago, IL



Richard Beaty
Managing Director
Mechanicsburg, PA



Lenora Robinson Mills
Chief Operating Officer
Bethesda, MD



Lamar Warren
Director
Bethesda, MD



Norman Yu
Director
New York, NY



Patricia Conry
Special Advisor And Deal Lead
Wellesley Hills, MA

Our Core Values

Partnership and People First

We believe in Partnership and People First. Partnership and people are at the core of our business. We do what we say and treat others like we want to be treated. We partner with management teams rather than forcing our own agenda

Diversity and Inclusion Matters

We believe diversity and inclusion matter. We facilitate minority ownership and leadership and are intentional about diversity and inclusion in our workforce. We support supplier diversity and our local communities

An Entrepreneurial Approach

We believe in an Entrepreneurial Approach. We value creativity, initiative and flexibility and are a nimble organization. We understand taking calculated risks to drive positive momentum

When to Contact Us

For business owners and their representatives:

- » We seek to invest in and partner with proven suppliers to utility, government, and Fortune 100 customers
- » We actively pursue add-on acquisitions in utility/infrastructure services and GovCon: IT services/mission support

For corporate and government customers seeking supplier diversity solutions:

- » We seek to acquire existing vendors both diverse and non-diverse suppliers, that are seeking capital and/or succession and that we can sustain or reposition as best-in-class MBE suppliers
- » We are experienced with large scale corporate divestitures, carve-outs and joint ventures
- » Through our existing portfolio companies, we offer large scale and value-added diversity solutions in the utility/infrastructure and GovCon sectors