



DEAL SNAPSHOT

Providing Expert Guidance For Our Client

Heritage Capital Group is pleased to announce that its client Sight & Sound Productions, LLC and subsidiaries have been recapitalized by Dubin Clark & Company, Inc. The partnership brings together two Jacksonville-based companies and supports the firms' continued growth in event rentals and production by adding complementary services and local strength.

Sight & Sound is a leading provider of event planning and audio-visual production, headquartered in Jacksonville, Florida. The Company was founded in 1987 by Curt Hubbard and initially named Hubbard Sight & Sound AV, Inc. In 1996, Curt hired Jon Davis, the current owner, who advanced through the organization to become president in 2000 and sole owner in 2010. Since then, the Company has grown through acquisition, notably purchasing Mugwump Productions, an event décor and design business servicing corporate and high-end social events, in 2009. Sight & Sound currently operates from its 43,000 square foot facility and serves both local and national customers in their event production needs.

Dubin Clark is a private equity firm, established in 1984, that focuses on strategic and operational value creation and seeks to acquire interest in specialty services and branded niche manufacturing companies with unique business models and strong growth trajectories. The firm has offices in Jacksonville Beach, Florida, where it is headquartered, and Miami Beach, Florida.

Heritage served as the exclusive financial advisor and intermediary to Sight & Sound. **Joe Hawkins** led the deal team, which also included **Don Wiggins**, **Hannah Solomon**, and **Bobby Ward**. The terms of the transaction were not disclosed.



SIGHT & SOUND
PRODUCTIONS
See it. Hear it. EXPERIENCE IT.

“

Joe and the Heritage team were an outstanding partner throughout the sale process. Their team understood the unique dynamics of the event production industry and guided us through every step of the process with professionalism and care. Their local knowledge and strategic insight were invaluable in helping us find the right buyer here in Jacksonville. We're incredibly grateful for their support and couldn't be more pleased with the outcome.

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Jon Davis

Owner of Sight and Sound Productions

HERITAGE CAPITAL GROUP

With over 48 years experience in M&A transactions, Heritage Capital Group was able to maximize the value of the deal through meticulous management of the acquisition process. Heritage acted as sole advisor to the seller in the preparation of the sale process and due diligence, the approach and negotiations with potential buyers.

EXPERIENCE. EXPERTISE. RESULTS.

Heritage Capital Group is a highly respected and trusted investment banking and advisory firm with local and global reach. For more than 48 years, we have provided transactional and advisory expertise across key industries to our clients.

We work to ensure that your many years of hard work and vision come to fruition. Our team of experts can help guide you through a wide range of scenarios including:

- Selling a company
- Buying a company
- Mergers
- Divestiture of corporate assets or divisions
- Raising debt or equity
- Exit planning
- Value enhancement
- Process improvement
- Restructuring or reorganizing

With our extensive industry and deal experience, we can work with you to help build and maximize your transaction value. You will benefit from the global resources Heritage provides through our leadership position in Oaklins, an international organization focused on the middle market with offices worldwide. With these resources, Heritage is able to leverage global contacts, industry expertise, and transaction experience to achieve exceptional results for you. We offer complete discretion and skilled and methodical negotiations to give you the competitive edge that is essential in today's highly competitive business environment.

CONTACT DEAL TEAM

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Heritage Capital Group is a merger and acquisition advisory firm with offices in Jacksonville, Florida and Savannah, Georgia. Heritage is a member of FINRA/SIPC and Oaklins, the world's most experienced midmarket M&A advisor, with 850 professionals globally and dedicated industry teams in 45 countries worldwide.