Young America Capital
ACCESS. EXPERIENCE. INTEGRITY.

CONSUMER & RETAIL

Young America Capital is a nationally-recognized broker-dealer and investment bank providing companies and investors with advisory services across a focused range of disciplines. With deep industry and transactional experience spanning over 30 years, our advisory team is acutely aware of the rapid convergence occurring in the consumer branded and omni-channel retail landscape. We focus our advisory on proprietary, independent and sound advice, first class execution and superior results by understanding transformative industry dynamics.

Service Offerings:

MERGERS AND ACQUISITIONS

Our cumulative industry experience and advisory expertise enables us to customize innovative transactional and strategic solutions for the clients we serve. Our team has an extensive track record in exclusive sale advisory and buy-side transactions. We seek to leverage our senior level industry relationships and analytical expertise to identify and articulate transactional synergies that maximize value in the sell-side process. We also advise on the acquisition and sale of distressed businesses and assets, including identifying opportunities across sectors for value enhancing consolidation opportunities.

PUBLIC AND PRIVATE PLACEMENT OF EQUITY & DEBT

Our professionals have a high degree of market insight having lead consumer and retail sell-side capital markets teams at bulge bracket institutions over more than 20 years. We have extensive experience in the placement of private equity and debt leveraging a wide network of both retail and institutional clients. Capital is typically deployed to finance growth initiatives, make strategic transactions, provide liquidity to shareholders, and to restructure or stabilize the capital structure.

STRATEGIC ADVISORY SERVICES

Maintaining a high level of confidentiality, we have served as advisors to boards and special committees on a wide range of options, especially with regard to strategic solutions that will minimize potential losses and provide a suitable recovery structure for the client, fund managers, and secured lenders.

PUBLIC MARKET ADVISORY

With extensive IPO and secondary transaction experience, we work with management teams to form a comprehensive strategy to articulate positioning and differentiation that results in heightened investor appreciation of the story and thus increasing value and impact in the institutional investor market.

FAIRNESS OPINIONS

We provide Fairness Opinions under FINRA Rule 5150 relating to transactions between affiliated entities wherein conflicts of interest could arise between related parties.

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CONSUMER & RETAIL TEAM

Todd D. Slater, Head of Consumer & Retail Investment Banking

Todd is a well-known and widely sought after expert in the retail, wholesale, licensing brand management, and consumer industries. Todd serves as a Director of Xcel Brands, a leading Omnichannel brand management platform that currently owns and manages the Isaac Mizrahi, Halston, Judith Ripka, and C Wonder brands. Prior to joining Young America, Todd was a co-founder and Managing Director of Threadstone Advisors, a consumer-focused advisory boutique launched in 2011, where he generated and executed transactions for private and public companies in a variety of apparel, retail, and branded consumer segments. Prior to Threadstone, Todd was a Managing Director leading the Retail and Consumer branded sell-side research teams at both Lazard Capital Markets and UBS Securities over a 20-year period, where he won numerous industry awards in multiple categories. During his tenure, Todd garnered top rankings in multiple categories including Specialty Retail, Retail & Apparel, Clothing & Accessories, Textiles, and Apparel & Luxury Goods in the Starmine, Financial Times, and Wall Street Journal surveys. Prior to his distinguished career as an industry analyst, Todd started in the Executive Training Program at Macy's New York, rising to senior positions in merchandising, buying, and store management from 1984-1992. Todd was President of the Textile and Apparel Analyst Group in NY from 1999-2002. Todd has participated in numerous advisory and capital markets transactions, including Limited Brands, Intimate Brands, Abercrombie & Fitch, Iconix Brands, Xcel Brands, Sequential Brands, Warnaco, Vera Bradley, Signet Jewelers, Jones Group, GIII, Kellwood, Loehmans, Genesco, Charming Shoppes, Delia's, Quiksilver, Callaway, Golfsmith, Sports Authority, Bon-Ton, Whitehall Jewelers, Tribal Sportswear, Brylane, O'Sullivan, and China Xiniya Fashion. Todd Slater received a B.A. in French Literature from Tufts University. FINRA licenses 7, 63, and 79.

Stanley Tobin, Vice President of Consumer & Retail Investment Banking

Stan has 30+ years experience in fundraising and business development, at Golub Capital, Institutional Credit Partners, Guggenheim Partners & DB/Alex Brown. Stan Tobin received a BS in Marketing from Lehigh University, and is proficient in Spanish. FINRA licenses 7, 63.

Zachary Smith, Investment Banking Associate

Zach supports the investment banking team and client management processes. Prior experience includes an investment banking support role at Elara Securities, an investor relations role at SecLingua, a healthcare cyber-security firm, and a consumer products development and marketing role at Jarden Corporation. Zach holds a BS in Business Administration, and an MBA in Marketing and Financial Management from Lynn University. FINRA licenses 7, 63.

Peter Formanek, CPA, Managing Principal

Peter has 30+ years experience advising fund managers, family offices and companies. He was a Financial Analyst at Donaldson, Lufkin & Jenrette, and Spear, Leeds & Kellogg, and CFO and Business Development at Southern Cross Latin America Private Equity Funds. He has participated in a multitude of middle market sell and buy side transactions for numerous consumer product and service companies in the fields of CPG, business services, apparel, retailing, and e-commerce. He has advised both consumer focused venture capital and private equity funds on their fund capital raise process. Peter received his BS in Accounting, and an MBA in Finance from the University of Bridgeport. FINRA licenses 7, 24, 28, 63, 79 and 99.