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

Kristina Walsh, Co-Head - Consumer & Retail Team

Kristina has 18+ years of experience in business consulting and management roles advising small companies to achieve their strategic plans, and also in the financial services industry. Prior to Young America, Kristina was a Managing Director at IPC, Partner; Head of Onboarding and Business Consulting for Prime Services at Cantor Fitzgerald & Co., Partner; Head of the Transition Team at Merlin Securities and Partner; Head of Investor Relations at Connecticut Capital Management. Kristina received her BA in Psychology from the University of North Carolina at Chapel Hill. FINRA licenses 82, 63.

Todd D. Slater, Co-Head - Consumer & Retail Team

Todd is a well-known and widely sought-after expert in the retail, wholesale, licensing brand management, and consumer industries. Todd's prior experience includes Co-Founding Threadstone Advisors, and 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. Prior to his 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. 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. Todd received a B.A. in French Literature from Tufts University. FINRA licenses 7, 63, and 79.

Marc Schneider

Marc has over 30+ years of experience on Wall Street as a corporate lawyer at Cravath, Swaine & Moore, investment banker at Solomon Smith Barney and institutional investor at Avenue Capital. His expertise includes mergers & acquisitions, capital raising and corporate restructuring. Marc has worked extensively throughout North America and Europe. He holds a B.S. in Industrial Engineering from Lehigh University and a J.D. from the University of Miami.

Michael Kuntz

Michael has 30+ years of experience working with emerging companies, raising over $1.0 billion in equity capital for both public and private companies. In addition to investment banking Michael held positions as CFO/COO for three early stage, start-up companies in the online content, software integration and broadband delivery industries. Michael received his BS in finance from Boston College and his MBA from Duke University. FINRA licenses Series 7, 63 and 79.

Peter Formanek, CEO

Peter has 30+ years of 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, and is a practicing CPA. FINRA licenses 7, 24, 28, 50, 52, 63, 79 and 99.