

**ANDREW V. CARFANG**

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**experience**

2018-Present

**WEBSTER EQUITY PARTNERS**

**WALTHAM, MA**

**Principal, Healthcare Services Private Equity Investing**

Evaluate and execute new investments, including bringing new deals through committee evaluation, deal structuring and underwriting. Actively oversee six Webster portfolio companies: Redwood Family Care Network, InBloom Autism Services, Medrina, OrthoFeet, Sundance and ShelterLogic. Head of Pre-MBA recruiting.

*Select Transactions Include:*

- **\$175 mm Acquisition of a Multi-State Provider of I/DD Services (Closed June 2021).**  
Led and closed two acquisitions in parallel (People's Care and The SAILS Group), creating a scaled platform that provides residential and day program services to clients with intellectual and developmental disabilities. Managed the diligence process. Actively negotiated the purchase agreement, partnership agreement and credit documents. Coordinated co-investors and ensured they advance through diligence and committee approvals.
- **\$50 mm Acquisition of Santa Monica Fertility Centers (Closed December 2019).**  
Santa Monica Fertility offers intended parents a full suite of fertility services including traditional IVF, but also focuses on egg donor and surrogacy services. Built financial models and sector analysis in support of a fertility services thesis. Managed the diligence process, including all third-party vendors. Negotiated credit agreement.
- **\$90 mm Acquisition of OrthoFeet (Closed October 2018).**  
OrthoFeet is a leading designer of specialty footwear products focused on mobility, comfort and pain relief. Prepared all materials ahead of deal team, management and IC meetings. Developed financial models and related analyses. Coordinated deal process documentation. Developed and executed a robust learning plan.

2016-2018

**BANK of AMERICA MERRILL LYNCH**

**NEW YORK, NY**

**Associate, Consumer and Retail Investment Banking**

Advised clients in the consumer & retail sectors on buy-side and sell-side M&A transactions, debt and equity financings, dividend and repurchase policy and strategic alternatives. HBS Junior Team Lead for associate recruiting.

*Select Transactions Include:*

- **Albertsons Companies and Rite Aid \$24 bn Merger (Announced February 2018, Terminated August 2018).**  
Discussed strategic alternatives with management and sponsor and prepared valuation analysis. Diligenced cost synergies. Recommended capital structure alternatives and prepared investor presentation, RAP and OM.
- **Coach, Inc.'s \$2.4 bn Acquisition of Kate Spade & Company (Closed July 2017).**  
Assessed several capital structure alternatives with management to achieve investment grade ratings, maximum balance sheet flexibility and an attractive mix of pre-payable debt and senior notes. Prepared materials for Coach board review, RAS / RES process, bank lenders presentation and fixed income investors.

2009-2014

**UNITED STATES ARMY**

**COLORADO, KUWAIT, AFGHANISTAN**

Served in general management positions including tactical and operational mission-planning in deployed environments and leading highly skilled personnel in training events.

**Battalion Planner for 9 Month Deployment to Kuwait (2013-2014).**

Planned the contingency missions, combat operations and training for battalion's continued mission success.

**Battalion Assistant Operations Officer for 12 Month Deployment to Afghanistan (2011-2012).**

Synchronized, tracked and supported daily combat operations for an 800-soldier battalion.

**education**

2014-2016

**HARVARD BUSINESS SCHOOL**

**BOSTON, MA**

Master in Business Administration. Vice President of Armed Forces Alumni Association. Member: Investment Club, Finance Club, Retail and Luxury Goods Club and Tennis Club. Volunteer: Gardner Pilot Academy tutoring program.

2005-2009

**UNITED STATES MILITARY ACADEMY**

**WEST POINT, NY**

Bachelor of Science degree, Mathematical Sciences with Honors, Economics, GPA 3.87, Rank 13/1,001.

Publications: Pricing Equities in Frontier Markets. Fourier Analysis, Wavelets and Compressed Sensing.

**personal**

Avid tennis player and skier. Enjoy running, hiking and volunteering. Enthusiastic traveler.