

Pittsburgh – July 31, 2024

Riverarch Equity Partners Invests in Hill Country Dairies

Riverarch Equity Partners (“Riverarch”) is pleased to announce an investment in Hill Country Dairies (“HCD” or the “Company”), a value-added distributor of dairy products to the foodservice market.

HCD provides full-service dairy programs and category management services to foodservice customers through a high-touch DSD model, serving thousands of foodservice customers across six branches in Texas. Their product offering includes over 200 milk, butter, cream, and cheese items that are primarily used as input ingredients into core menu items at restaurants and other foodservice locations. The Company is differentiated by a white-glove, vendor-managed inventory model which includes product curation, automatic restocking, expiring product rotation, multiple drop-offs per week, and other value-added services.

Chris Boyle, President of HCD, commented, “The HCD family is thrilled to partner with Riverarch as we enter the next phase of our growth. Their deep expertise in food and food distribution, along with their proven track record of scaling businesses, make them the ideal partner to help us achieve our goals.” Pat Boyle, Board Member and former CEO, added, “This partnership is not just a testament to our team’s hard work, but also a pivotal moment for HCD as we continue to become better thought-partners in category management to our loyal customers. We’re excited to partner with Riverarch to share in their strategic ambitions, extensive network, and long-term vision.”

“We are grateful for the opportunity to partner with the HCD team and look forward to building upon their impressive history of success” said Andrew Barza, Managing Director with Riverarch. Brian Blake, Principal with Riverarch, added “HCD has built an impressive platform and is well positioned to accelerate growth through strategic product, geographic, and service line expansion. We’re very excited to partner with HCD and looking forward to growing both organically and through strategic M&A.”

The transaction for Riverarch was led by Andrew Barza, Managing Director; Brian Blake, Principal; Bennett Salvatora, Director; and Amy Pickett, Associate. Barza, Blake, and Salvatora will represent Riverarch on the Board of Directors, which will also include Pat Boyle and Chris Boyle. Cascadia Capital advised HCD, and senior debt financing was provided by Principal Asset Management and Manulife Investment Management.

Riverarch Equity Partners is a middle market private equity firm that invests in market-leading companies where it can partner with management to support accelerated growth. Riverarch is based in Pittsburgh, Pennsylvania.

For more information, please visit riverarch.com.



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