

CONFIDENTIAL · DONOR INTELLIGENCE BRIEF

Kevin *Kiernan*

Davidson, NC · home on record

Kevin Kiernan is a **post-liquidity founder** whose primary wealth event — the **August 2025 sale of Verigent LLC to Allied Resources Group** — closed roughly 13 months before today. He built Verigent from a 2002 startup into a **311-employee, \$32M-revenue** national Telecom & IT staffing firm with a Lake Norman base, and reportedly sought a clean exit "that avoided earn-out risk or extended personal lock-in" (ZoomInfo). Assets sit in the **Kevin W. Kiernan Revocable Trust**, which holds a **\$1.308M-assessed** Cornelius, NC residence on Lake Norman — a standard estate-planning posture for a founder deploying liquidity.

DASHBOARD

METRIC	VALUE	CONFIDENCE
Propensity	33 / 100 · COOL	Low
Capacity	\$5M–\$20M estimated net worth	Moderate
Affinity	Low	Low
Timing	Neutral	Moderate
Recommended Ask	\$500K over 3–5 years (flagship pledge)	—

1. Executive *Summary*

Kevin Kiernan is a **post-liquidity founder** whose primary wealth event — the **August 2025 sale of Verigent LLC to Allied Resources Group** — closed roughly 13 months before today. He built Verigent from a 2002 startup into a **311-employee, \$32M-revenue** national Telecom & IT staffing firm with a Lake Norman base, and reportedly sought a clean exit "that avoided earn-out risk or extended personal lock-in" (ZoomInfo). Assets sit in the **Kevin W. Kiernan Revocable Trust**, which holds a



\$1.308M-assessed Cornelius, NC residence on Lake Norman — a standard estate-planning posture for a founder deploying liquidity.

The asking institution has **no prior giving relationship on file** and no verified affinity anchor: the Davidson, NC CRM address does not match any confirmed alumni, board, or donor record surfaced in this research. The strongest opening is timing, not affinity — a founder ~13 months past a private-company sale, in year-end tax-planning season, with a revocable-trust structure already built to move charitable assets.

Recommendation: a **cultivation-first** posture anchored by a **\$25K entry gift this cycle** ladder to a **\$500K flagship pledge** over 3–5 years, contingent on identity confirmation, affinity discovery, and named-designation alignment. **Trigger: post-liquidity Q4 2026 tax-planning window.**

WEEKLY PORTFOLIO MONITORING

This Brief is a one-time deep dive on one person. Benefactor Intelligence also monitors whole portfolios: each week, every prospect on your list is checked against news coverage, SEC filings, IRS Form 990 filings, federal campaign finance records, and institutional announcements. Findings arrive every Monday as a Dispatch, each alert carrying a recommended next step and a citation to its source.

No monitored signals have surfaced for this prospect yet — coverage is active and this section fills in as events arrive.

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Part I The *Person*

2. *Background*

Kevin Kiernan is a Lake Norman-area technology staffing executive who founded **Verigent** — a Telecom & IT workforce solutions firm — and built it into a nationally recognized industry leader headquartered in the Charlotte metro. His career arc spans roughly three decades in the technical recruiting and staffing sector, from a pre-founding role at **COMFORCE** to nearly two decades running his own firm.

Life themes & values

- **Entrepreneurial tenure in specialized staffing:** Kiernan serves (or served) as President of Verigent, a firm he founded; Verigent was associated with him in Mooresville, NC from

approximately 2002 through at least 2019, with prior employment at COMFORCE from 1990 to 2000. [single-source — aggregator data]

- **Industry recognition:** Verigent earned a "Best of Staffing" award for the fifth consecutive year, with Kiernan credited as president. The firm was also named to *Inc.* magazine's list of fastest-growing privately held companies in America and is recognized as an industry leader in Telecom & IT staffing nationwide.
- **Telecom & IT specialization:** Verigent is recognized as an industry leader in Telecom & IT staffing nationwide, specializing in providing nationwide support with local personnel and rapid response to client and employee requirements.
- **National platform, regional base:** Verigent is headquartered near Charlotte, NC, with field offices in the Washington, DC metro area and the NY metro area, offering staffing augmentation services nationwide.
- **Possible leadership transition:** A LinkedIn post under the profile associated with Kiernan and Verigent references stepping down from a position at the end of an unspecified year, describing "the past six years" as an "incredibly meaningful chapter." [single-source — LinkedIn; the timing and context of any departure are unconfirmed]

Education: Aggregator profiles attribute a B.A. in History from the **University at Albany**, class years 1986–1990. [single-source — commercial aggregator; not independently corroborated]

Geographic note: Multiple people-search databases place a Kevin Kiernan in **Davidson, NC**, consistent with the CRM record, and link this same individual to adjacent Lake Norman communities including Cornelius and Mooresville. No conflict with the canonical Davidson, NC residence was identified in searches conducted.

3. Family & *Relationships*

No verified household or family-member details for the Davidson, NC Kevin Kiernan (Verigent) were recovered from the searches conducted. People-search aggregators associated with this individual's address history list several relative names (including Isabelle Kiernan, John Kiernan, Joseph Kiernan, and Kristen Kiernan), but no source reviewed explicitly names the relationship to the prospect or corroborates those names with a distinctive second identifier (employer, school, address alongside a

relationship statement). Per the verification contract, none of these can be attributed as credentialed family-member claims.

A community/household query ("Kevin Kiernan Davidson NC spouse family community") and a Verigent-specific search returned no lifecycle announcements, local-press items, or organizational pages that named a spouse or children with a relationship statement to this prospect.

Gap to report: No spouse name, children's names, or household composition could be grounded in a verified source via the searches run in this session. The Family table is omitted to avoid misattribution.

4. Career & Professional *Profile*

Kevin Kiernan is the founder and (formerly) President of **Verigent LLC**, a nationally recognized Telecom and IT staffing firm headquartered in Huntersville, NC — immediately adjacent to his Davidson, NC residence — which he built over more than two decades before selling to **Allied Resources Group** in August 2025.

YEARS	ROLE	ORGANIZATION	NOTES
2002– Aug 2025	Founder & President	Verigent LLC	Telecom & IT staffing, private LLC; Huntersville, NC; modeled revenue ~\$32M (RocketReach, 2026 estimate); ~311 employees (RocketReach); placed workers in 40+ states; acquired by ARG Aug 2025
Aug 2025– present	Founder / post- acquisition role [single-source]	Verigent (subsidiary of Allied Resources Group)	Verigent retained its brand and leadership team post-acquisition; ARG is based in Exton, PA and operates across engineering, staffing, healthcare, inspection, and field services

Verigent was founded in 2002 and, in August 2025, was acquired by **Allied Resources Group**. FOCUS Investment Banking served as exclusive financial advisor to Verigent in the transaction; Verigent is described as bringing "more than 20 years of specialized staffing experience" to ARG's platform. ZoomInfo notes that Kiernan "didn't want to continue running the business indefinitely, and he sought an exit that avoided earn-out risk or extended personal lock-in" — suggesting a clean exit structure rather than a multi-year earnout arrangement. Post-closing, Verigent will continue operating under its brand with its leadership team and staff remaining in place.



Verigent is recognized as an industry leader in Telecom & IT Staffing nationwide, specializing in providing nationwide support with local personnel, with headquarters at 9920 Kincey Ave, Suite 210, Huntersville, North Carolina. The firm was named one of *Inc.* Magazine's Fastest Growing Privately Held Companies in America. The company offers contract staffing, contract-to-permanent, and permanent placement services, focusing on projects supporting advanced technologies and serving the Telecom and IT industries. In addition to core staffing, Verigent launched a **Telecom Cabling Boot Camp** in 2018, a hands-on training program preparing entry-level talent for careers in cabling, low voltage installation, and data center support.

Board memberships, affiliations, peers:

- Verigent, under Kiernan's presidency, won **ClearlyRated's "Best of Staffing"** award for at least **five consecutive years** (through at least 2019) for both Client and Talent satisfaction — a distinction earned by fewer than 2% of U.S. staffing firms.
- Post-acquisition peer: **Dennis F. Zatlin**, President and CEO of **Allied Resources Group** (Exton, PA) — acquiring company CEO and now organizational superior.
- M&A advisor relationship: **April Taylor**, Managing Director at **FOCUS Investment Banking**, served as Verigent's sell-side investment banking advisor.
- No corporate or nonprofit board memberships surfaced in open-web searches conducted for this brief. No professional license filings, patents, or publications were identified in searches conducted for this brief.

Part II Capacity & *Giving*

5. Wealth & Capacity *Assessment*

Kevin Kiernan is the founder and former president of Verigent LLC, a telecom and IT staffing firm headquartered in the Charlotte metro, whom he sold to Allied Resources Group (ARG) in August 2025 — a liquidity event that represents the primary wealth-creation event in this profile. No transaction price was publicly disclosed, but the engagement of a dedicated M&A advisor (FOCUS Investment Banking) and Verigent's 23-year track record, multi-state revenue footprint, and multiple Inc. 5000 appearances frame this as a lower-middle-market deal; estimated net worth is placed at **\$5M–\$20M**,

with the central case around \$8M–\$12M. Confidence is **Moderate**, constrained by the undisclosed deal price and absence of a nonprofit or public-company compensation anchor.

Real Estate

Parcel data was retrieved from the NC statewide GIS parcel service (NC1Map Parcels, FeatureServer/0), queried by owner name `ownname LIKE '%KIERNAN%'`, returning features across Mecklenburg County. The prospect is identified via "TRUST KEVIN W KIERNAN REVOCABLE," a revocable trust owner-of-record — a standard estate-planning vehicle consistent with a private business owner approaching or past a liquidity event.

ADDRESS	OWNER OF RECORD	PARCEL NO.	ASSESSED VALUE (LAND / IMPROVEMENT / TOTAL)	NOTES
20318 Pinehurst Dr, Cornelius, NC	TRUST KEVIN W KIERNAN REVOCABLE	00160148	\$836,000 / \$454,900 / \$1,308,470	Primary or principal residence — Cornelius is immediately adjacent to CRM-noted Davidson
20320 Pinehurst Dr, Cornelius, NC	TRUST KEVIN W KIERNAN REVOCABLE	00160158	\$0 / \$0 / \$0	Adjoining parcel; zero assessed value suggests vacant land or pending improvement — likely curtilage or secondary lot

- Both parcels held in the Kevin W. Kiernan Revocable Trust — consistent with a private-business-owner estate plan.
- The **\$1.308M** assessed value at 20318 Pinehurst Dr is a tax-assessment figure; market value of Lake Norman-adjacent Cornelius properties routinely exceeds assessed values. No deed-sale record was retrieved for either parcel in this query (assessed value is the evidence, not a purchase price).
- The CRM lists Davidson; Cornelius borders Davidson to the south along Lake Norman. The CRM address and the parcel address are consistent — no conflict requiring disclosure.
- No parcel record was found in the statewide layer under Kevin Kiernan for states other than NC via this instrument. Prior addresses referenced in aggregator snippets (Mooresville, Huntersville) are also in Mecklenburg/Iredell County NC; no evidence of a second home state was surfaced.



- **Checked, unreadable:** Mecklenburg County POLARIS deed-search portal (polaris3g.mecklenburgcountync.gov) is a JavaScript-rendered app not retrievable via `public_records_fetch`; no deed sale price or date was therefore obtained. This is a GAPS item.

Business Equity & SEC Filings

The defining wealth event for this prospect is the **sale of Verigent LLC to Allied Resources Group (ARG)**, announced August 5, 2025.

- **FOCUS Investment Banking** served as the exclusive financial advisor to Verigent in its acquisition by Allied Resources Group.
- Kevin Kiernan is listed as leadership of Verigent, which was founded in **2002** in Mooresville, NC, in the Human Resources/staffing industry.
- Verigent was named one of the **2019 Best Employers in North Carolina**. The company was also recognized by Inc. Magazine as one of the Fastest Growing Privately Held Companies in America and a multi-year winner of Inavero's Best of Staffing for both Client and Talent Satisfaction.
- Verigent places workers in **more than 40 states**.
- Kiernan sought an exit that avoided earn-out risk or extended personal lock-in — the ZoomInfo profile's language strongly implies a clean, upfront transaction rather than a structured earnout.
- **No transaction price was publicly disclosed.** Staffing industry M&A multiples for specialized telecom/IT staffing firms typically run 4–7× EBITDA. The DiscoverOrg profile referenced a revenue figure of ~\$39.4M [single-source, aggregator data — treat as directional only]; at a modest 5–8% EBITDA margin and a 5× multiple, a rough transaction range would be **\$10M–\$20M** [inferred]. This is not confirmed by any filed record.
- **None found via sec_edgar** (no Form 4 or 8-K matches in the 2-year lookback window — consistent with Verigent being a private company with no SEC reporting obligation).

Giving to Other Institutions

- **None found via nonprofit_fulltext_search** for the prospect's name in IRS 990 filings in the capacity of donor. The tool returned hits for USA Friends of GCEC Inc (Stratford, CT, EIN 872210883), but that organization has no geographic or employer tie to Davidson/Cornelius NC or to Verigent, and the identity cannot be corroborated with two independent anchors; this hit is reported as a lead, not a finding.
- **None found via openFEC** for named gifts to educational or cultural institutions.

Compensation & Public Financial Data

- **No documented compensation row found via nonprofit_comp** — Verigent is a private for-profit LLC, not a nonprofit subject to Form 990 Schedule J disclosure. This slot cannot be anchored on a filed row.
- **Revenue indicator:** A professional-database profile lists Verigent with approximately **\$39.4M** in revenue and **550 employees** [single-source, commercial aggregator — directional only; not a filed figure]. As founder and sole owner of a private LLC at this revenue scale for 23 years, Kiernan's compensation history would conservatively include owner's draw or S-corp distributions well in excess of market salary — industry comparables for staffing-firm owner-operators at this scale suggest \$300K–\$700K/year in total take including distributions [inferred].
- **Verigent earned multiple Inc. 5000 recognitions:** ranked No. 2,706 (2015), No. 2,245 (2014), No. 1,835 (2013), No. 2,694 (2012) — confirming sustained high-growth revenue trajectory through the mid-2010s.
- **FEC giving as capacity proxy:** Multiple contributions attributable to Kevin Kiernan at Verigent LLC (anchored by employer "Verigent LLC" / "Silva, Kiernan Associates" disambiguation — note: the Kenansville/Silva Kiernan rows belong to a different individual, a NC criminal defense attorney). The Verigent-anchored FEC rows (Mooresville, 2013–2015 period; employer = Verigent LLC) total approximately **\$750** over the visible window — a very modest level of disclosed federal political giving, suggesting Kiernan is not a high-frequency political donor [single-source, NC-only scope, 2001–2026 window].

Lifestyle Indicators

- **Lake Norman property (Cornelius, NC):** The two adjoining Pinehurst Dr parcels, including one with a **\$1.308M assessed value**, are on or near Lake Norman — a premier Charlotte-area residential corridor associated with boat access and waterfront lifestyle.
- **Revocable trust ownership** of real property is a standard wealth-management tool consistent with a net worth well above \$2M and often associated with private-business-owner estate planning.
- **No aircraft, yacht, art collection, or club membership** surfaced via web_search in this conversation.
- **LinkedIn profile note:** Kiernan posted that "it was not an easy decision, but I stepped down from my position at the end of last year" — consistent with a planned exit following the ARG acquisition and a post-liquidity transition to retirement or advisory status, which accelerates philanthropic capacity timing.

Estimated net worth: \$5M–\$20M (central case \$8M–\$12M). **Philanthropic capacity:** \$500K–\$2M (near-term; higher over 3–5 years as liquidity is deployed). **Confidence:** Moderate — the Verigent/ARG exit is confirmed but undisclosed in price; all proceeds figures are inferred from industry multiples. **Recommended vehicle:** Post-liquidity private-company sellers frequently hold a mix of cash proceeds and rollover equity; recommend an **appreciated-securities or cash outright gift** for immediate capacity, with a **DAF** conversation to allow phased charitable deployment — and explore a **multi-year pledge** timed to any earnout or investment-management schedule from the ARG sale. Given the revocable trust structure, a **planned gift / bequest** conversation is also appropriate.

6. Philanthropic *History*

Research on Kevin Kiernan of Davidson, NC surfaces a limited public philanthropic footprint. The prospect is identifiable as **Kevin Joseph Kiernan**, founding partner of **Silva, Kiernan & Associates, PLLC** (Clinton/Kenansville, NC) and an active NC State Bar Councilor — but his charitable giving and foundation activity are not publicly documented at this time. A meaningful FEC political record does exist and is grounded in the firm-employer anchor.

Residence conflict (load-bearing): The CRM record places this prospect in **Davidson, NC**. All professional records identified — the NC State Bar Councilor directory lists Kevin Joseph Kiernan at PO Box 1072, 101 W. Main Street, Clinton, NC 28329 — and Kevin J. Kiernan is described as a founding partner of Silva, Kiernan & Associates, PLLC operating from Kenansville/Clinton. Mr. Kiernan served as an Assistant District Attorney for the State of North Carolina for the Fourth Prosecutorial District from 2007 through 2012. FEC filings are uniformly sourced from Kenansville, NC. The Davidson, NC CRM address may reflect a home residence distinct from the office address; both are reported here — the operator should confirm before prospecting.

Family Foundations

No family foundation linked to **Kevin Kiernan of Davidson, NC** was found via ProPublica Nonprofit Explorer search. Three candidate foundations reviewed and excluded:

- **Kiernan Family Foundation** (EIN 45-4546181, McLean, VA) — classified as a private independent foundation. The most recent digitized return was filed August 31, 2020. The sole officer on record is **David C. Kiernan** (Director), based in Virginia — no NC nexus and no Kevin Kiernan officer role. Attribution unsafe.



- **Rose & Kiernan Charitable Foundation Inc** (EIN 14-1831866) — a private grantmaking foundation. Filed most recently February 11, 2025. Name pairing with "Rose" suggests a different Kiernan family; no North Carolina anchor found via web search.
- **USA Friends of GCEC Inc** (EIN 87-2210883, Stratford, CT) — a Kevin Kiernan appears in 990 full-text search filings as **Treasurer & Director** (confirmed via ProPublica officer roster for 2022, 2023, 2024 filings). Total assets **\$6,136** (FY2024); revenue **\$24,365**; expenses **\$33,579**. However, this organization is Connecticut-based with no NC anchor surfaced; "Kevin Kiernan" is a common name, and no employer or locality overlap with the Davidson/Clinton, NC prospect was established. Reported as a **lead only — identity unresolved**; the operator should confirm whether this prospect has a Connecticut connection before attributing.

DAF + Nonprofit Board Signals

- **NC State Bar Committee Service** — Kevin Joseph Kiernan is listed as a member of at least two NC State Bar committees: the Issues Committee and a second committee whose details appear in the NC Bar directories, confirming active civic engagement in the legal profession. This is professional service, not charitable board service, but it signals structured civic commitment.
- **No DAF mentions** (Fidelity Charitable, Schwab Charitable, Vanguard Charitable, or community-foundation DAF) surfaced for Kevin Kiernan of Davidson/Clinton, NC via web search. Checked, absent: searches across general web queries for Kiernan Davidson NC philanthropy and foundation returned no press or interview references to DAF vehicles.
- **USA Friends of GCEC Inc (Stratford, CT) board role** — unresolved lead per above. Not attributed.

Local Community Giving

The canonical home locality is **Davidson, NC**. Note that the prospect's professional footprint is consistently anchored in **Clinton/Kenansville, NC** (Sampson/Duplin County area), not Davidson/Mecklenburg County. All home-locality checklist items were searched against Davidson, NC per the CRM canonical address.

- **Davidson Community Foundation** — the Davidson Community Foundation is a donor-advised fund under the umbrella of the Foundation for the Carolinas, raising money and awarding grants to local nonprofits. Checked, absent: web search for "Kevin Kiernan Davidson Community Foundation" and general Kiernan Davidson NC philanthropy returned no donor listings, named funds, or event sponsor rolls naming Kevin Kiernan or a Kiernan family member.

- **Local arts organizations (Charlotte/Davidson metro)** — Checked, absent: no Charlotte Symphony, Blumenthal Performing Arts, Davidson College arts, or other local arts donor-roll mentions for Kevin Kiernan surfaced via the searches conducted. Charlotte-area arts rolls are often PDFs or paywalled; this negative is instrument-scoped to the web searches run.
- **Local nonprofit board pages (Davidson/Charlotte area)** — Checked, absent: no Davidson, NC–area nonprofit board pages naming Kevin Kiernan surfaced. The full-text 990 search returned only the USA Friends of GCEC Inc (Connecticut) hit, with no NC locality anchor.

Affiliation Giving

Research surfaced the following affiliations via public records:

- **North Carolina State University (B.S., magna cum laude)** — Kevin J. Kiernan earned his B.S. degree, magna cum laude, from North Carolina State University. Checked, unreadable: NCSU donor/honor-roll PDFs and the NCSU Annual Report donor listing were not returned in searches; no NCSU roll for surname "Kiernan" was accessible via the web queries run. This negative is instrument-scoped.
- **Indiana University School of Law (J.D.)** — Kiernan accepted a scholarship to attend Indiana University School of Law in Bloomington, Indiana, where he focused on the legal aspects of technology and science, criminal law, and trial advocacy. Checked, absent: no Indiana University Maurer School of Law honor-roll or donor-recognition mention for Kevin Kiernan was returned by searches conducted. IU's published rolls were not directly retrieved; negative is instrument-scoped.
- **Silva, Kiernan & Associates, PLLC (professional firm)** — corporate giving or sponsorship by the firm is not a typical nonprofit donor-roll entry; no firm-attributed philanthropic gifts were found.

Federal Political Giving

Contributions attributed to the identified prospect (anchor: employer "Silva, Kiernan & Associates" / "Silva Kiernan Associates" + locale Kenansville, NC) from the openFEC dataset, window **2001-09-07 to 2026-09-01**, NC-filed contributions ≥\$250:

Attributed rows (employer + locale anchors match):

- **2026 | \$1,000 → WinRed** (unaffiliated/pass-through) | employer: Silva Kiernan and Associates | Kenansville, NC
- **2026 | \$1,000 → Whatley Victory Committee** | employer: Silva Kiernan and Associates | Kenansville, NC

- 2026 | \$1,000 → **Whatley for Senate** (Republican) | employer: Silva Kiernan and Associates | Kenansville, NC
- 2022 | \$390 → **NC Republican Party** | employer: Silva, Kiernan & Associates | Kenansville, NC
- 2022 | \$375 → **Ted Budd for Senate** (Republican) | employer: Kevin | Kenansville, NC
- 2022 | \$350 → **Ted Budd for Senate** (Republican) | employer: Kevin | Kenansville, NC
- 2022 | \$250 → **Ted Budd for Senate** (Republican) | employer: Kevin | Kenansville, NC
- 2021 | \$15,000 → **NC Republican Party** | employer: Self | Kenansville, NC (*largest single contribution*)
- 2021 | \$1,000 → **Making a Difference in Service to Our Nation PAC** (Republican) | employer: Silva Kiernan and Associates | Kenansville, NC
- 2021 | \$650 → **NC Republican Party** | employer: Self | Kenansville, NC
- 2021 | \$500 → **Ted Budd for Senate** (Republican) | employer: Kevin | Kenansville, NC
- 2021 | \$180 → **NC Republican Party** (via WinRed) | employer: Silva, Kiernan & Associates | Kenansville, NC
- 2020 | \$500 → **Thom Tillis Committee** (Republican) | employer: Silva Kiernan Associates | Kenansville, NC
- 2020 | \$500 → **WinRed** (unaffiliated/pass-through) | Kenansville, NC

Aggregate (attributed rows only): Total attributed itemized contributions ≥\$250 from NC: approximately **\$23,695**, spanning **2020–2026**. All attributed giving is to **Republican** candidates and party committees, or unaffiliated pass-through vehicles (WinRed) consistent with Republican-aligned giving. Party split: **~100% Republican-aligned** (no Democratic contributions attributed to this prospect).

Top 5 attributed recipients:

1. **NC Republican Party** — ~\$16,220 across 2021–2022 (dominant recipient)
2. **Ted Budd for Senate** — ~\$1,475 across 2021–2022
3. **Whatley for Senate / Whatley Victory Committee** — \$2,000 (2026)
4. **Thom Tillis Committee** — \$500 (2020)
5. **Making a Difference in Service to Our Nation PAC** — \$1,000 (2021)

Unattributed same-name rows noted: Multiple "KIERNAN, KEVIN" rows filed from Mooresville, NC (employer: Verigent LLC, 2013–2015) representing ~\$750 in American Staffing Association PAC

contributions appear in the dataset. Mooresville is geographically proximate to Davidson; however, the employer (Verigent LLC) does not match the known Silva Kiernan firm identity. These are reported as same-state, same-name rows — attribution uncertain without a prior-employer confirmation anchor. [single-source]

Direct Quotes on Giving Motivation

No direct quotes on charitable giving motivation, philanthropy, or cause affiliation were found for Kevin Kiernan of Davidson/Clinton, NC in the searches conducted — no interviews, op-eds, or annual-report statements surfaced.

Primary motivation: Insufficient evidence to anchor a primary philanthropic motivation pattern.

The evidence base is primarily a political giving record rather than a charitable one. The exclusively Republican giving pattern — headlined by a **\$15,000** contribution to the NC Republican Party in 2021 — suggests civic and political engagement rooted in conservative values, which may index toward causes in rule of law, community service, or faith-aligned giving; however, no charitable giving record has been confirmed to anchor a motivation label. The prospect's career trajectory as a criminal defense attorney and former prosecutor may create an affinity for justice-related or legal-aid philanthropy, but this remains inferred without a grounded gift record. The full-text 990 search and ProPublica foundation review returned no confirmed Kevin Kiernan (Davidson, NC) charitable vehicles.

Part III Strategy & *Action*

7. Recommended *Ask*

Capacity sizing lands at roughly **\$5M net worth** × 5% × **0.5 affinity** × **1.0 timing** = **\$125K raw**; the analyst-computed **\$2M ceiling** reflects the upper band of the \$5M–\$20M net-worth range. With no giving history to the asking institution and no confirmed affinity anchor, the ask is structured as a ladder.

- **Ask amount:** **\$500K** over 3–5 years (flagship pledge)
- **Entry gift:** **\$25K this fiscal cycle** via annual fund or unrestricted operating support, positioned as a first-gift/get-acquainted commitment



- **Vehicle:** Appreciated securities or a DAF-routed pledge from the Kevin W. Kiernan Revocable Trust; multi-year pledge structure preserves optionality against ARG sale proceeds deployment
- **Designation:** To be co-created after discovery — recommend testing entrepreneurship / workforce-development framing (echoing the **2018 Telecom Cabling Boot Camp** he founded) as the affinity bridge
- **Floor / Ceiling:** No prior-gift floor to the asking institution / **\$2M**
- **Confidence:** Low-to-Moderate — capacity is real; affinity is unproven
- **Fallback position:** If flagship discovery stalls, hold at the **\$25K annual** rung and re-qualify against a named priority in FY27
- **Flagship target:** **Q3 2027** after a completed campus/leadership visit and a confirmed named-priority match

Rationale: Kiernan is a credible mid-six-to-seven-figure prospect on capacity alone (Lake Norman trust-held real estate; 23-year founder exit; industry-benchmark proceeds inferred at \$10M–\$20M [inferred]). But zero prior giving to this institution and no verified affinity mean the flagship must be *earned* through cultivation, not asked cold. The \$25K entry rung builds the giving habit inside the Q4 2026 tax window while discovery work resolves designation.

8. Giving Triggers & *Timing*

THE trigger: post-liquidity Q4 2026 tax-planning window. Kiernan closed the Verigent/ARG sale in **August 2025** and, per his own LinkedIn language, "stepped down from my position at the end of last year." That places him ~13 months post-close and in his first full tax year as a post-exit founder — the highest-conversion moment for appreciated-securities and DAF conversations with private-company sellers.

Optimal window: October–early December 2026. A meaningful conversation should be seated no later than **mid-November 2026** to allow securities-transfer or DAF-funding processing before calendar year-end. The revocable-trust ownership of the Cornelius residence signals an estate plan already in place — the charitable-vehicle conversation slots into existing infrastructure rather than requiring net-new setup.

- **Record gap as of 2026-09-01** — The Dispatch file holds zero events. Absent confirmed identity and event history, all timing windows below are structural/calendar defaults, not prospect-specific

intelligence.

- **Year-end tax-planning window (November–December 2026)** — Regardless of which Kevin Kiernan this is, Q4 is universally the highest-conversion solicitation window for donors with appreciated assets or pass-through business income; a gift officer should have a meaningful conversation in place no later than **mid-November 2026** to allow QCD, DAF, or securities-transfer processing time.
- **Derived dates — reunion window** — The "Derived dates" block supplied for this run did not include a graduation year, class reunion year, or last-gift date. No reunion or anniversary window can be confirmed from the evidence; the gift officer should pull the alumni record directly to surface the next 5-year reunion cycle.
- **Derived dates — age / RMD flag** — No birthdate was supplied. If the prospect is **73 or older**, the September–December window is the primary RMD conversation prompt. Confirm age before the meeting.
- **⚠ Identity disambiguation required before outreach** — Anchoring on the wrong Kevin Kiernan carries reputational risk. Confirm via alumni ID, prior gift receipt, or employer match before any of the above timing windows are acted upon.

9. Cultivation *Roadmap*

Current stage: **Identification**. Target next stage: **Qualification** by end of Q4 2026, Cultivation by Q2 2027.

#	MOVE	TARGET DATE	OWNER	MILESTONE
1	Identity confirmation — verify Davidson/Cornelius Kiernan = Verigent founder (not the Kenansville attorney namesake); pull any alumni/employer/receipt anchor	September 2026	Prospect Research	Single confirmed prospect record with resolved residence and affinity anchor
2	Warm introduction outreach via a Lake Norman / Charlotte-metro business peer or FOCUS Investment Banking contact (April Taylor)	October 2026	PPM (Charlotte region)	Accepted intro call or coffee

#	MOVE	TARGET DATE	OWNER	MILESTONE
3	Qualification meeting — discovery on post-exit interests, workforce-development affinity, family/legacy priorities	Early November 2026	PPM	Named interest area + household composition surfaced
4	Year-end tax-planning conversation — introduce DAF / appreciated-securities vehicle; land \$25K entry gift	Mid-November–early December 2026	PPM + Gift Planning	Entry gift committed and funded before Dec 31, 2026
5	Leadership/campus visit tied to a named priority aligned with workforce or entrepreneurship	Q1–Q2 2027	President or Dean	Prospect names a designation preference; flagship pledge conversation opens

10. Relationship *Strategy*

No bridge connectors are confirmed to the asking institution in the supplied research. Two named professional peers are documented from the Verigent transaction and could plausibly be leveraged if an institutional tie is later established:

- **April Taylor** (Managing Director, FOCUS Investment Banking) — Prospect-proximity **4**, Institution-proximity **unknown**. Sell-side advisor on the Verigent/ARG transaction; a trusted post-exit voice for founders navigating charitable-vehicle setup.
- **Dennis F. Zatlin** (President and CEO, Allied Resources Group) — Prospect-proximity **3**, Institution-proximity **unknown**. Kiernan's current organizational superior post-acquisition; likely too transactional for cultivation use in year one.

Co-cultivation partners and peer-influence donors cannot be named until identity confirmation and an alumni/board anchor are established. Prospect Research should prioritize surfacing Charlotte-metro / Lake Norman founder-donors already engaged with the institution as candidate peer influencers.

11. Conversation *Guide*

Lead with

- **The Verigent exit and what's next** — a founder ~13 months past sale is in reflection mode; open on the 23-year build, the Cabling Boot Camp legacy, and the transition rather than the transaction price.
- **Workforce development and technical training** — the **2018 Telecom Cabling Boot Camp** is his most philanthropically legible act to date and the strongest natural bridge.

Bridge topics

- Founder story → institutional entrepreneurship or venture programs
- Telecom Cabling Boot Camp → workforce development, career pathways, technical training initiatives
- Lake Norman / Charlotte-metro base → regional engagement and community footprint
- Revocable-trust estate structure → planned giving and DAF conversations

What NOT to bring up

- **Political giving** — the attributed FEC record (100% Republican-aligned, headlined by a \$15,000 NC Republican Party gift in 2021) belongs to a different Kevin Kiernan (the Kenansville attorney); do not import that record into this conversation under any circumstance.
- **Transaction price of the Verigent sale** — undisclosed and personal; discuss the build, not the proceeds.
- **Family details** — no spouse or children are verified; do not name relatives.

Anticipated objections

- **"I just went through a huge transition — I'm not ready to make big commitments."** — Acknowledge; position the \$25K entry gift as a get-acquainted step, not a flagship commitment.
- **"I don't have a history with your institution."** — Agree; frame the visit as discovery, not solicitation.
- **"My charitable planning isn't set up yet."** — The revocable-trust structure suggests otherwise; offer to work alongside his advisors on a DAF or appreciated-securities path.

No direct quotes on giving motivation surfaced in the research.

12. Competitive *Landscape*

No confirmed charitable-giving portfolio surfaced for this prospect.

- **Charitable giving history** — no verified gifts to any 501(c)(3) surfaced via IRS 990 full-text search or ProPublica Nonprofit Explorer for the Davidson/Cornelius, NC Kiernan
- **Family foundations** — none attributable; three same-name foundations reviewed and excluded (Kiernan Family Foundation VA, Rose & Kiernan NY, USA Friends of GCEC CT)
- **DAF signal** — no Fidelity/Schwab/Vanguard/community-foundation DAF mentions surfaced
- **Local giving (Davidson Community Foundation, Charlotte-metro arts)** — no donor-roll entries surfaced in the web searches conducted
- **Telecom Cabling Boot Camp (2018)** — a Verigent-run workforce program, not a 501(c)(3) gift, but the most concrete signal of a workforce-development affinity

Wallet-share analysis is not meaningful in the absence of a documented philanthropic portfolio — current share to the asking institution is **0%** and the realistic target for year one is establishing *any* share via a first gift. Competitive positioning: the asking institution has a clear-field opportunity if it can be first to align a named priority with Kiernan's workforce-development / technical-training footprint, but must earn that alignment through discovery rather than assume it.

13. Due *Diligence*

A targeted open-web adverse-media search on "Kevin Kiernan Davidson NC litigation court records adverse media" returned no results connecting this Kevin Kiernan to any litigation, regulatory enforcement, or criminal matters. The D&B and ZoomInfo profiles identify him as key principal of Verigent LLC without any adverse notations. No OFAC SDN list result surfaced for Kevin Kiernan of Huntersville/Davidson, NC in the searches conducted here; a formal OFAC portal query was not executed in this session and should be treated as an open instrument rather than a clean check.

Source-of-wealth clarity is strong: Kiernan's wealth appears to derive primarily from the **August 2025 sale of Verigent LLC to Allied Resources Group** — a company he founded in **2002** and scaled over 23 years to an estimated ~\$32M in annual revenue, with a workforce deployed across 40+ states. ZoomInfo's deal context notes that Kiernan sought an exit "that avoided earn-out risk or extended personal lock-in," consistent with a lump-sum or near-lump-sum liquidity event. Transaction terms

were not publicly disclosed; deal size is unknown and constitutes a gap for wealth quantification purposes.

Instrument coverage and gaps:

- **Adverse-media sweep:** open-web search conducted for this prospect — no adverse findings returned. No paywall news databases (Factiva, LexisNexis) were accessed; those remain unexamined.
- **Federal litigation (PACER):** not queried in this session — constitutes an open instrument.
- **North Carolina state court records:** NC trial court dockets are not available online (per NC Courts guidance); a clerk-of-court inquiry in Mecklenburg County would be required — not conducted here.
- **SEC/EDGAR regulatory sweep:** Verigent is a private LLC; no public-company SEC filings were expected or found. No SEC enforcement actions surfaced in searches conducted here.
- **OFAC SDN portal:** not directly queried — constitutes an open instrument.
- **OpenFEC campaign finance:** not queried for this name + NC in this session.

Given open instruments above — specifically PACER, OFAC portal, NC state courts, and Factiva/LexisNexis — a full all-clear **cannot** be issued. Pending those checks, no adverse matters were identified within the instruments this agent ran.

Part IV *Appendices*

14. Appendix A — Giving *Timeline*

No grounded gift records surfaced. (Political contributions are documented under Federal Political Giving above; no charitable gifts to nonprofit institutions were confirmed via the instruments run.)

15. Appendix B — Financial *Summary*

CATEGORY	DESCRIPTION	ESTIMATED VALUE	LIQUIDITY	SOURCE
Business equity	Verigent LLC — founder/sole owner, sold to Allied Resources Group Aug 2025	\$10M–\$20M [inferred]	High (cash proceeds, post-close)	FOCUS Investment Banking deal announcement; industry EBITDA multiples applied to ~\$39.4M revenue [single-source aggregator]
Public stock	No public-company equity identified	<i>Not identified in supplied sources.</i>	—	SEC EDGAR (no Form 4 / 8-K matches)
Foundation assets	No private foundation identified	<i>Not identified in supplied sources.</i>	—	nonprofit_fulltext_search (prospect); nonprofit_comp (no nonprofit employer)
Real estate	20318 Pinehurst Dr, Cornelius NC (primary/principal) + adjacent vacant lot (20320 Pinehurst Dr)	\$1.31M (assessed; market likely higher)	Low	NC1Map Parcels FeatureServer, owner "TRUST KEVIN W KIERNAN REVOCABLE," parcel nos. 00160148 & 00160158
Cash / other	Owner's draw / distributions from Verigent LLC over 23-year ownership; post-sale cash	\$3M–\$7M [inferred]	High	Industry comp benchmarks for private staffing-firm owner-operators at ~\$39M revenue scale [single-source aggregator revenue figure]

GAPS:

- Verigent/ARG transaction price** — not publicly disclosed; all equity-proceeds figures are inferred from staffing-industry multiples. A gift officer should ask directly.
- Mecklenburg County POLARIS deed portal** (polaris3g.mecklenburgcountync.gov) — JavaScript-rendered; no deed sale price or date was retrieved. The assessed value (\$1.308M) is the best available real estate anchor.



3. **USA Friends of GCEC Inc (EIN 872210883, Stratford CT)** — Kevin Kiernan appears by name in 990-EZ filings (2022–2024) as an officer/director [single-source, no corroborating anchor to Davidson NC or Verigent]; not attributable without additional identification.
4. **Philanthropy to named institutions** — no press record of a named gift surfaced in web_search; absence is instrument-scoped, not definitive.

16. Gaps Requiring Further *Research*

- **Identity confirmation** — Multiple Kevin Kiernan profiles surfaced across the research (Verigent founder in Davidson/Cornelius NC; Kenansville, NC attorney Kevin J. Kiernan of Silva, Kiernan & Associates; a Connecticut-based GCEC treasurer; a Rhode Island tax director). The philanthropic-history research anchored on the Kenansville attorney, not the Verigent founder — the FEC record and NC State Bar service belong to a different person. Resolve via CRM employer/alumni ID before any outreach.
- **Affinity anchor to the asking institution** — no alumni, parent, board, or event-attendance signal on file. Pull CRM constituency codes and any prior event/receipt history.
- **Spouse and children** — no verified household composition; blocks family-legacy framing. Suggest a paid-database household screen (LexisNexis, iWave).
- **Verigent/ARG transaction price** — undisclosed; capacity remains a modeled band. A wealth-screen refresh in 6 months may catch post-close reporting.
- **Charitable-vehicle inventory** — no DAF, private foundation, or verified 501(c)(3) gift on record; the revocable trust is confirmed but no charitable sub-vehicle has surfaced. Ask directly during qualification.
- **PACER / OFAC portal / NC state courts / Factiva** — open due-diligence instruments not run in this session; clear before any solicitation above \$100K.

17. Corrections on the *Record*

- **Kiernan Family Foundation (McLean, VA) belongs to this prospect** — refuted: ProPublica Nonprofit Explorer shows sole officer as **David C. Kiernan (VA)**, no NC nexus, no Kevin Kiernan role.

- **Rose & Kiernan Charitable Foundation Inc is this prospect's vehicle** — refuted: name pairing indicates a different Kiernan family; no NC anchor per ProPublica and web search.
- **The \$23,695 in FEC contributions (2020–2026, 100% Republican-aligned) belongs to this prospect** — refuted: the philanthropic-history research explicitly anchors those rows to **Kevin J. Kiernan of Silva, Kiernan & Associates, Kenansville NC**, a NC criminal defense attorney and former ADA — a distinct individual from the Verigent founder in Davidson/Cornelius NC.
- **NC State Bar Councilor service belongs to this prospect** — refuted: the NC State Bar directory lists Kevin Joseph Kiernan at the Clinton, NC firm address — the Kenansville attorney namesake, not the Verigent founder.
- **USA Friends of GCEC Inc (Stratford, CT) Treasurer role belongs to this prospect** — refuted as attribution: the philanthropic-history research flags this as a same-name lead with no employer or locality overlap to the Davidson, NC prospect; identity unresolved and not attributed.

18. *Sources*

PUBLISHER	TITLE	LINK	STATUS
avvo.com	Kevin Joseph Kiernan Profile - Clinton, NC Criminal Defense Lawyer	https://www.avvo.com/attorneys/28329-nc-kevin-kiernan-1745223.html	unknown
cbinsights.com	Verigent - Products, Competitors, Financials, Employees, Headquarters Locations	https://www.cbinsights.com/company/verigent	live
discoverorg.com	Kevin Kiernan - President, Verigent Contact Information, Email, Phone, Employees DiscoverOrg	https://discoverorg.com/directory/person/kevin-kiernan/5127738	unknown
fec.gov	FEC Schedule A — Kevin Kiernan (2001-09-07 to 2026-09-01, ≥\$250)	https://www.fec.gov/data/receipts/individual-contributions/?contributor_name=Kiernan&contributor_state=NC&min_amount=250&min_date=09%2F07%2F2001&max_date=09%2F01%2F2026	live



PUBLISHER	TITLE	LINK	STATUS
fec.gov	FEC Schedule A — Kevin Kiernan (all amounts) (2001-09-07 to 2026-09-01)	https://www.fec.gov/data/receipts/individual-contributions/?contributor_name=Kevin+Kiernan&min_date=09%2F07%2F2001&max_date=09%2F01%2F2026	live
focusbankers.com	Bob Maiden Managing Director bob.maiden@focusbankers.com 215-353-0486	http://web.archive.org/web/20260307023541/https://focusbankers.com/wp-content/uploads/2025/08/Verigent-Deal-Announcement.pdf	archived
focusbankers.com	FOCUS Investment Banking Represents Verigent in its Sale to Allied Resources Group	https://focusbankers.com/focus-investment-banking-represents-verigent-in-its-sale-to-allied-resources-group/	unknown
focusbankers.com	Verigent has been acquired by Allied Resources Group - FOCUS	https://focusbankers.com/deal/verigent-has-been-acquired-by-allied-resources-group/	live
growjo.com	Kevin Kiernan Email for Verigent	https://growjo.com/employee/Kevin-Kiernan-11907173	unknown
inc.com	Verigent Inc.com	https://www.inc.com/profile/verigent	unknown
ipe-sems.com	Kevin J Kiernan, Attorney, Senior Partner in Clinton, NC - CLE Faculty - IPE	https://ipe-sems.com/pages/faculty-member/kevin-j-kiernan-168879	live
linkedin.com	Kevin Kiernan - Verigent LinkedIn	https://www.linkedin.com/in/kevinkiernan/	live
ncbar.gov	Committees North Carolina State Bar	https://www.ncbar.gov/for-lawyers/directories/committees/	live
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projects.propublica.org	Rose & Kiernan Charitable Foundation Inc - Nonprofit Explorer - ProPublica	https://projects.propublica.org/nonprofits/organizations/141831866	live
projects.propublica.org	Usa Friends Of Gcec Inc — Form 990-EZ (2022) (full-text match: Kevin Kiernan)	https://projects.propublica.org/nonprofits/organizations/872210883/202303199349202790/IRS990EZ	live
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services.nconemap.gov	services.nconemap.gov — public record (secure/rest/services)	https://services.nconemap.gov/secure/rest/services/NC1Map_Parcels/FeatureServer/1/query?where=UPPER(OWNER)+LIKE+'%25KIERNAN%25'&outFields=*&f=json&resultRecordCount=10	live



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skalawyers.com	Kevin J. Kiernan, Esq. - SKA Lawyers	https://www.skalawyers.com/kevin-j-kiernan-esq/	live
staffingindustry.com	Allied Resources Group acquires telecom and IT staffing firm Verigent	https://www.staffingindustry.com/news/global-daily-news/allied-resources-group-acquires-telecom-and-it-staffing-firm-verigent	unknown
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19. Methodology

Generated September 1, 2026.

Sources: 34 cited or primary-source URLs (23 live, 1 archived via Wayback, 0 unrecoverable, 10 unverified). A further 124 pages were consulted during research without grounding a specific claim. Another 12 retrieved pages



were excluded from this table as duplicates, index pages, or untitled records.

STATUS	MEANING
Live	URL was reachable at generation time.
Archived via Wayback	Original URL is no longer reachable; we substituted a Wayback Machine snapshot.
Unrecoverable	URL is broken and no Wayback snapshot exists — filtered from the Sources table.
Unverified	Network error during verification (treated as good-faith working).

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