

ALCON PARTNERS

Pest Control Companies

Overview

A highly regarded and well-funded private equity firm is seeking to partner with a founder or family owned pest control company, acquiring a minority or majority equity stake in the business. The goal is to assist in growing the business via additional investment & acquisition, while preserving the brand and legacy of the founder/family owned business.

The firm seeks to *partner* with existing ownership and management and is prepared to play an active role in board level strategy and M&A activities, as well as be a source of additional capital. The firm differentiates itself from other private equity groups through its flexible approach to each investment, tailoring its investment structure, timeline, and participation to fully align with existing owners and managers.

Investment Criteria

Specific criteria for investment are as follows:

- Geography
 - Continental United States or Canada
 - Slight preference for companies in the southern or central US
- Size
 - Enterprise value between \$30 million and \$300 million
 - Smaller companies will also be considered as potential future acquisitions

Deal Structure

- Minority or majority recapitalization providing a liquidity event for existing owners, such as family members who may be nearing retirement age
- Material ongoing economic participation by existing owners or management who remain with the business

Contact

Frank Leibly, fleibly@alconpartners.com, 802-457-3512