

## **Civil Engineering Firms**

### **Overview**

A well-respected, 100 year old civil engineering firm has engaged Alcon Partners to identify strategic acquisitions. The firm provides both municipal and private-sector services across multiple areas of expertise. Ideal candidates should have deep technical capabilities across core civil engineering disciplines, with a balanced mix of municipal and commercial clients viewed favorably.

### **Investment Criteria**

Specific criteria for investment are as follows:

- Services of interest
  - Wastewater planning and engineering (municipal and utility wastewater, industrial water all of interest)
  - Bridges, roadways, interchanges, and transportation engineering
  - Traffic engineering and traffic planning
  - Drainage and stormwater management
  - Fiber and broadband / utility design support
  - Municipal engineering and public works consulting
  - Land use planning
  - Commercial, industrial, and residential land development
  - Geospatial services (survey support, GIS, mapping)
  - Environmental compliance and permitting
- Client profile
  - Mix of municipal clients (cities, counties, utilities, agencies) and commercial/private clients (developers, industrial, corporate)
  - Recurring relationships and strong reputation with local decision-makers are preferred
- Financial profile
  - \$1.5M+ EBITDA preferred
- Geography
  - United States

### **Transaction Structure**

- 100% acquisition preferred
- Preference to retain key leaders post-close; equity rollover may be considered

### **Contact**

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