

Residential Generator Sales, Installation, and Service

Overview

A well-funded private equity firm has retained Alcon Partners to help them identify companies for acquisition or investment that sell, install, and service backup electrical generators for the residential market. Of specific interest are companies that partner with the leading generator manufacturers – Generac, Kohler, Cummins, and Briggs & Stratton.

Companies of interest may work exclusively with generators or provide other services such as HVAC, electrical, or plumbing. Companies may also provide services to the commercial or industrial markets but should provide the majority of services to residential customers.

The seller(s) may choose to continue to work at the company or exit and may also choose to retain equity in the company or sell all equity for cash.

Investment Criteria

Specific criteria for investment are as follows:

- Areas of interest
 - Companies that sell, install, and service residential generator systems
 - Generac, Kohler, Cummins, and Briggs & Stratton are preferred OEMs
 - Majority of work is for residential customers, though some commercial or industrial
 - May also provide other residential services
 - May also work in commercial or industrial markets
- Financial
 - At least \$3m EBITDA
- Ownership
 - Founder, family, or employee owned
- Geography
 - North America headquarters

Transaction Structure

- Buyout or majority recapitalization, providing a partial liquidity event for existing ownership and/or to meet other current or future capital needs of the business
- Material ongoing economic participation by existing owners or management, if desired

Contact

Andrew Heitner, andrew@alconpartners.com, 305-720-2144