

Right of Way Maintenance Providers

Overview

A leading private equity firm has retained Alcon Partners to help them identify Right of Way service companies for acquisition or investment. Of particular interest are companies that provide line clearing, vegetation management, tree trimming, mowing, and related access maintenance services for utility infrastructure. The firm has already invested in one such company and is looking to expand its capabilities and geographic reach.

Target companies should be focused on maintaining safe, accessible utility corridors and may work directly with utility companies, energy providers, government entities, or infrastructure contractors.

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
 - ROW service providers focused on vegetation maintenance for utility access
 - Work may include support for natural gas pipelines, electric transmission and distribution lines, and other energy or municipal infrastructure
 - Companies that offer related services (e.g., other field-based maintenance for utilities, storm response vegetation services, residential or commercial tree services) are also of interest
- Financial
 - At least \$3 million in revenue
- Ownership
 - Founder, family, or employee owned
- Geography
 - Mid-Atlantic, Southeast, or Midwest regions of the United States

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

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