

# B & S

## SITE DEVELOPMENT, INC

**B&S Companies** is a unique conglomerate of three separate, but commonly-owned companies – **B&S Site Development** (construction site services), **Commonwealth Recycled Aggregates** (construction materials recycling), and **Valley Rock Services** (blasting). With over \$45 million in annual revenues, B&S is the only entity in its marketplace to offer a true “one-stop” site-services solution to the builder/developer community and has developed a strong following among clients, such as data center developers, who require impeccable work and the ability to adhere to aggressive schedules. With capabilities that include blasting, excavation, recycling, demolition, installing underground utilities, concrete curbs and gutters and paving asphalt roads, B&S does everything at a construction site except actually build the buildings.

**B&S’s** recapitalization was sponsored by **GHK Capital**, a private equity firm led by ex-Goldman Sachs executive **Gil Klemann**. Debt and equity financing was provided by **Breakwater Management LP** and **Headway Capital Partners**. Founders **Mike Brown** and **Tommy Settle** retained a significant equity stake going forward and will continue in their management roles.



**Prime Investments, LLC** was retained as Seller’s advisors in the transaction. With offices in Potomac, MD and Reston, VA, Prime Investments provides M&A and Business Broker Advisory services to business owners throughout the mid-Atlantic and beyond. Prime’s “no up-front fee” business model, unusual in the M&A industry, has proven attractive to business owners throughout its market.