



SUNLAND
CONSTRUCTION, INC.
& AFFILIATES

Growth Strategy

Sunland Construction, Inc. and our family of companies, Foremost Pipeline Construction, Buffalo Gap Instrumentation and Electrical, Sunland-KORI Services, (collectively “Sunland”) have been leaders in innovated pipeline construction and related energy services since 1974. We continually strive to grow our existing companies organically and also through strategic acquisitions that will diversify and grow our existing group of companies. Sunland has acquired several companies over the years and have the experience, infrastructure, and resources to offer the acquired company’s continued success.

Investment Criteria:

- Business Sectors:
 - Renewable/Green Energy
 - Wind, Solar, Geothermal, Biomass, Renewable Gas, Biofuel
 - Industrial Electrical Contractors
 - Substations
 - Transmission
 - Distribution
 - Underground Distribution Companies in hot growth areas
 - FL (Miami, South Florida)
 - TX (Austin/Dallas/Ft. Worth)
 - AZ (Phoenix)
 - TN (Knoxville, Nashville, other)
 - CO (Denver, Front Range)
 - NC (Charlotte)
- Secondary target companies we would consider:
 - Services to Downstream Industrial Facilities (Refining/Chemical/Power)
 - Maintenance
 - Small Capital
 - Supporting services to Sunland Construction or its affiliates
 - Solar panel installation
 - Crane service providers
 - Equipment rental companies
 - Cathodic protection (corrosion protection related)
 - Pipeline Integrity services
 - Marine related services, dredging
 - Industrial construction / maintenance
 - US Army Corp of Engineers / State – Wetland restoration

Target Company Attributes:

- US Only
- Merit Shop
- Growth potential
- Base of recurring work (25%)
- Management continuity
- Stability of the existing management/field supervisors/labor
- Culture
 - Robust safety program and above average safety statistics
 - Management adherence to and requirement of ethical business practices
 - Experienced personnel that are committed to the company’s success
- Provides diversification to existing companies

Contact:

If you know of or deal with any companies that meet our profile, please contact Stacey Richter, Director of Corporate Development.

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