



Growth Strategy

Sunland Construction, Inc. and our family of companies, Foremost Pipeline Construction, Buffalo Gap Instrumentation and Electrical, Sunland-KORI Services, (collectively “Sunland”), are leaders in innovative pipeline construction and related energy services. Our philosophy of organic growth through strategically chosen “buy and hold” acquisitions has served to diversify and strengthen the Sunland family for fifty years. Sunland offers its stability, experience, infrastructure, and resources to each new member of the Sunland family ensuring continued success and growth for years to come!

Target Businesses:

- Sectors:
 - Industrial Electrical Contractors
 - Substations
 - Transmission
 - Distribution
 - Natural Gas Distribution/Underground Utility Companies in hot growth areas (No water/sewer)
 - Renewable/Green Energy
 - Wind, Solar, Geothermal, Biomass, Biofuel
- Secondary target businesses we would consider:
 - Services to Downstream Industrial Facilities (Refining/Chemical/Power)
 - Maintenance
 - Small Capital Projects
 - Supporting services to Sunland Construction or its affiliates
 - Solar panel installation
 - Cathodic protection (corrosion protection related)
 - Pipeline Integrity services
 - 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

Acquisition Strategy:

- Revenues of \$5M to \$50M
- EBITDA of \$1M to \$10M
- 100% buy out
- Cash transaction; no financing

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