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Proven Leader in Underground Utility Construction

Overview: Our Client is a union underground site utility contractor with nearly three decades of operational success in the Greater Chicagoland and Northwest Indiana markets. The Company specializes in sewer and water installation, stormwater retention systems, lift stations, precast box culverts, rock excavation, and testing of sewer and water systems for commercial, industrial, and residential projects. Recognized for delivering high-quality work quickly and on budget, the Company has built long-standing relationships with owners, developers, engineering firms, municipalities, and general contractors, creating a stable foundation for scalable growth.

Expertise: The Company combines experienced leadership with a union-trained workforce, integrating proven field practices with modern technology to deliver safe, efficient, and profitable project execution. Our Client is a trusted partner in AI data center construction, a rapidly expanding sector that demands precision, adaptability, and advanced technical expertise. In addition to high-value commercial and industrial work, the Company plays a critical role in protecting public health and safety through reliable water and sewer infrastructure that supports clean drinking water, fire protection, and stormwater management. With only a select group of contractors meeting the safety, skill, and financial standards required for these complex projects, the Company is well-positioned to meet growing infrastructure needs.

Service Area: Operating in one of the Midwest's most dynamic logistics and development corridors, the Company benefits from proximity to CenterPoint and NorthPoint Developments, the nation's largest inland port complex. These intermodal hubs, along with the upcoming Union Pacific Railroad Chicago Logistics Hub in Minooka, Illinois, continue to drive sustained demand for warehouse, distribution, and underground utility infrastructure. Combined with a robust pipeline of industrial, residential, and commercial projects across the region, these factors create a strong foundation for continued growth and long-term market opportunity.

Opportunity: Our Client is a proven leader in underground utility construction with a long track record of operational excellence and trusted partnerships across the Midwest markets. As demand accelerates for critical infrastructure, including AI data centers, logistics hubs, and essential water and sewer systems, the Company is uniquely positioned to capture this growth. With a world-class leadership team and highly skilled workforce, our Client seeks a partner with the sales and marketing infrastructure to capitalize on its momentum and accelerate its growth. Kensington Park Capital has been engaged to help find that partner.

Key Highlights

- 28 years of operational excellence in critical infrastructure construction
- Deep industry relationships in high-demand markets
- Ideal location in high-development areas
- 95% repeat and direct customer revenue
- 2026 YTD Revenue: \$22.1M
- 2026 YTD Adj. EBITDA: \$7.3M