

CENTRAL STATES  
PAVING & CONCRETE

Sipes  
ASPHALT & CONCRETE

CENTRAL STATES PAVING & CONCRETE, LLC HAS ACQUIRED SIPES ASPHALT & CONCRETE

### The Transaction:

In April of 2023, Central States Paving & Concrete (“Central States”) acquired Sipes Asphalt & Concrete (“Sipes”). Sipes is Central States’ second acquisition and demonstrates Central States’ continued commitment to growing both organically and through thoughtful acquisitions with culturally aligned companies.

Sipes provides Central States its entry into the growing Indianapolis market furthering Central States geographic expansion and position as the preferred paving provider across the Midwestern United States.

### About Our Client

The Central States family of companies provide residential, commercial and industrial asphalt paving and concrete services, and are known for their honesty, integrity, customer-first approach and high-quality service.

Central States is a portfolio company of Grove Mountain Partners, an Atlanta based private investment firm. Grove Mountain has decades of experience investing in the lower middle market with a focus on business services and home service companies.

### About Sipes:

Headquartered in Indianapolis, Sipes has been providing paving services to the greater Indianapolis area and Marion County for more than a decade. The Company employs approximately 70 team members that perform commercial paving, sealcoating, asphalt repair and pavement stripping.

### How Pursant Helped:

Pursant acted as sole Merger & Acquisition advisor to Central States for the transaction. In this role, Pursant was responsible for identifying off-market acquisition opportunities that meet Central States’ acquisition criteria. Once Sipes was identified as a great acquisition opportunity, the Pursant team (i) established a relationship with Sipes, (ii) vetted/qualified the business through a series of discussions with ownership, (iii) reviewed high-level information including financials, (iv) facilitated an introduction between Buyers and Sellers, and (v) supported the acquisition process through close.

### About Pursant:

*Pursant is an investment banking, financial and management consulting firm that supports and executes middle market M&A related initiatives and helps business owners grow enterprise value.*

*We use a deep immersion process, our expansive networks and experience as owner/operators, dealmakers and financial professionals to effectively deliver on these critical initiatives for which most companies do not have the time, manpower or expertise.*

### Accolades:

#### **Central States Paving & Concrete Remarks** *Stephen H. Fraser, Chairman*

*“We are delighted to welcome Sipes into the Central States family. This is an important partnership which increases our presence in the Midwest. Sipes’ offerings allows us to serve an important new geography for our Midwestern customers. Sipes is an excellent cultural fit for us, and we are confident that our relationship will create new and exciting opportunities for Sipes top-notch team members.*

*We are appreciative of the service from the Pursant team who were able to bring this opportunity to our attention and who supported us throughout the entire acquisition process.*

*Working with Eli, Mark Herbrick and the rest of the Pursant team has been easy, and efficient. We value Pursant’s thought leadership and professionalism throughout the engagement.”*

#### **Sipes Asphalt & Concrete Remarks** *Dean Sipes, Owner*

*“Me and my team are very excited to partner with Central States to expedite growth in the Indianapolis market. From early discussions it was clear our businesses were culturally compatible.*

*We thank Pursant for bringing our paths together and for everything they did along the way. I very much appreciate the style and manner in which Eli and his team worked with us.”*

#### **Pursant’s Remarks** *Eli McCray, Pursant*

*“Through our research we identified Sipes and soon found it would be a great fit for Central States. We were impressed with how the sellers navigated the process that further reinforced the great cultural fit. Their customers and future customers are in good hands. We look forward to watching great things happen in the Indianapolis market with these two companies working together.”*