

# Wise Guys

## Construction Site Services

**Wise Guys Site Services** is pleased to announce its acquisition by **WG Acquisition, LLC**, Mr. John Forster, CEO.

Founded in 1988, **Wise Guys Site Services** is a full-service construction site services company offering a “one-stop shopping” approach to general contractors developing large residential and commercial sites. Instead of operating as a bid-based subcontractor, Wise Guys has developed its business model as a *service* business. Most activity is generated from price sheets and work orders, which set out hourly rates for different types of equipment, deliveries, trucks, labor and supervisors, as well as materials priced by the item, or by linear foot, volume or weight, as appropriate. Of course, some jobs, such as construction of temporary construction entrances, roads and driveways, retaining walls, etc. are priced on a proposal basis.

GC's have responded well to Wise Guys' service-based approach; revenues are growing and now exceed \$20M/yr. The Company has over 300 employees and over 290 pieces of equipment (including 140 vehicles). Services include: erosion control; trucking; septic; excavation; grading; storm water structures and pipes; asphalt base; paving; etc. Clients include GC's, developers and large homebuilders.

**John Forster** is excited to join the **Wise Guys** team. He believes that with his experience in management and finance, he can help **Wise Guys** continue its pattern of strong growth into the future. Investors in **WG Acquisition** include the President of Clark Realty and the Chairman of Chesapeake Resources, Inc.



**Prime Investments Business Brokers and M&A Advisors** acted as intermediary in the transaction. Prime represents business owners in Maryland, Virginia, Pennsylvania, and Washington, DC. Prime's no-upfront fee policy, unusual in the M&A community, has proved attractive to business owners throughout the Mid-Atlantic region.