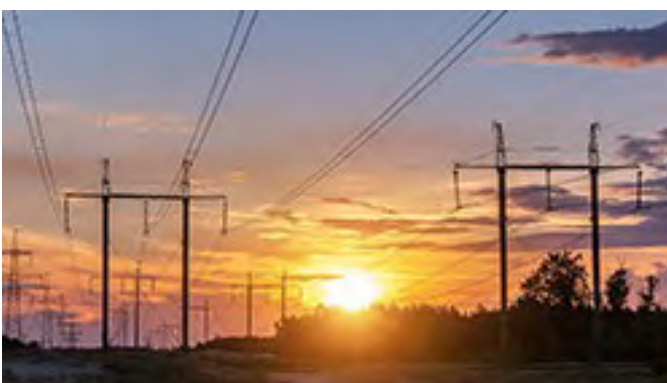


November 2019

Insights for Driving Success

In this episode of Insights for Driving Success, Partner Warren Feder discusses a recent success story featuring Carl Marks Securities and PowerTown Line Construction, a family-owned utility service provider. Warren shares how Carl Marks Securities helped PowerTown's owner, Steve Townsend, find the right investor for the company, AEA Investors, the perfect partner to help PowerTown grow.



Selling a Successful
Family-Owned Utility
Service Provider

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Warren provides a brief background on PowerTown, including Steve's own story as he progressed from lineman to owner and CEO of one of the leading utility service providers in the country. He also shares how Carl Marks Securities leveraged its deep expertise in family business to address Steve's concerns about the growth and legacy of his company, identifying the perfect private equity buyer, working through the due diligence process, and, ultimately, navigating a successful sale of PowerTown.

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