

Partnering to Build Rampart Exterior Services™



The Thesis

- **Facility owners are becoming increasingly proactive about maintaining their roof and broader building envelope**, especially from water intrusion
- While some of the roofing and exteriors industry serves the new construction market, **much of the industry is non-discretionary replacement and repair work**
- Aging infrastructure, the need to replace shorter life-cycle roofing technologies, growth of commercial building stock, and severe weather activity are secular tailwinds that will continue to support investment into roofing services
- Roofing and exterior restoration companies play an important role in providing these services as a **trusted thought partner to commercial customers** and their consultants in the education, healthcare, and other industrial sectors
- **Gabe Mesanza** has partnered with Huron Capital to **build a scaled commercial exteriors company**, Rampart Exterior Services™, that provides re-roofing, waterproofing, repair, restoration, and maintenance services
- Rampart Exterior Services™ seeks to have deep expertise across building material types, an industry-leading safety record, and best-in-class relationships with multi-property building owners and vendors. We will create value by attracting and retaining technical talent and executing a commercialization strategy for a recurring service offering

About Huron Capital

Based in Detroit, MI, Huron is a **leader in growing lower-middle market critical services** companies, by providing resources to help companies professionalize operations, improve service offerings, execute M&A strategies and access new markets.

Huron Capital has managed over \$1.9 billion on behalf of a global institutional investor base. We fulfill our commitment to all stakeholders by employing a repeatable playbook to drive thoughtful value creation, showcased in over 275 acquisitions since the firm's inception.

Core Focus Areas

	Roof Replacements, Repairs, and Restoration Primary technical proficiency in low slope roof repair and re-roofing services
	Adjacent Services Ability to provide additional commercial facility services, including waterproofing, concrete, brick, and other building envelope maintenance and restoration services
	Preventative Maintenance Demonstrated ability to create repeat business and preventative maintenance support
	Commercial Customer Focus Strong customer relationships with specialty commercial customers, especially within education, healthcare, industrial, government, and property management
	Strong Supplier Relationships Trusted and referred by suppliers to provide ongoing warranty compliance and support services



The Executive

- Gabe Mesanza began his career as a mechanical engineer in the automotive space. He quickly transitioned to support companies across several industries, including **facility, infrastructure, and residential service companies**
- **He has held leadership roles across safety, quality, and operations**, along with overall leadership of a Private Equity backed company. He brings a **broad perspective as a building owner and manager** ranging in size from standalone 50k square foot locations to major industrial factories exceeding 2 million square feet
- In addition to his operational involvement across service industries, Gabe also has extensive experience as a private equity investor, board member, and advisor. He has **successful M&A experience**, having evaluated, integrated, and optimized over 25 acquisitions



ExecFactor

- ExecFactor is Huron's **proprietary, thematic investment strategy**, in which a specific thesis is developed in conjunction with a successful industry executive and committed capital provides a roadmap for partnering with founder-owned businesses to create a national, scaled organization
- Huron's dedicated team deploys a **repeatable value-creation playbook** to build successful businesses and take them to the next level. The focused thesis
- Pairing **world-class industry executives** with a sector-focused approach drives successful outcomes for the companies with which we partner

Contact Us

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