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SDR Ventures Advises SWAT Group on Acquisition by Mason Wells

SDR Ventures is pleased to announce that SWAT Group, Inc. (“SWAT” or “the Group”) has been acquired by Mason Wells, Inc. SDR served as the exclusive sell-side advisor to SWAT throughout the transaction process.

Founded in 1988 in Lansing, Michigan, SWAT provides radon mitigation system installation services to residential and commercial customers. SWAT also provides ongoing system maintenance services and vapor intrusion remediation solutions. Originally a sole proprietorship, SWAT was purchased by Jamey Gelina in 2002 and launched an expansion plan which ultimately led to SWAT’s entrance into Ohio in 2004. After experiencing years of continued success and organic growth, SWAT’s leadership team decided to implement a franchise model in 2012 and sold 7 franchises within 18 months. Under the new business model, the Group’s financial performance quickly accelerated along with its geographic coverage. SWAT now operates in 33 states with over 120 field installation technicians.

“This highly complex transaction posed some unique challenges as all eight entities chose to transact as the SWAT Group, Inc. Ultimately, the various owners were able to come together and overcome the many difficulties that arise during a transaction of this complexity,” commented SDR’s Co-Founder, Chris Bouck. “As an advisor, it was truly remarkable seeing the owners’ patience and persistence throughout the entire transaction process as they worked together to capitalize on their years of hard work.”

“We are so pleased to have had the opportunity to help the SWAT owners create an outcome that is greater than the sum of its parts. Mason Wells is the perfect partner to bring SWAT back under one corporate entity so that it can grow with a clear vision and strategy,” added SDR’s Director, Scott Mitchell.

“We are incredibly pleased with the level of professionalism that the SDR team was able to bring to our process. Throughout the entire process, they successfully guided our team through the many complexities of a multi-entity M&A transaction,” commented Jamey Gelina, President of SWAT. “While the process resulted in a number of interested parties, our team ultimately found that the leadership team at Mason Wells was the best fit to ensure SWAT’s continued success for years to come.”