Gatepost Partners

Driving Value Through Partnership

Helping Businesses Manage Succession Planning

Gatepost Partners is a vehicle formed to buy and operate one septic, liquid waste, and/or wastewater business in the Mid-Atlantic or Southeast region of the United States with $500 thousand to $2 million of EBITDA. We acquire a majority interest of the company from an owner who is ready to retire. Our capital is committed, so we are ready to partner with your business.

INVESTMENT APPROACH

Company EBITDA	Management Participation	Transaction Type	Ownership Situation
$500k to $2mm	Available but Not Required	Majority Recap	Family / Entrepreneur

TARGET INDUSTRIES

Septic Services

Representative Services

- Residential and commercial pumping
- System installation and replacement
- Drain field repair and restoration
- Tank, baffle, and filter service
- Real estate transfer inspections
- County permitting and soil eval.

Liquid Waste Services

Representative Services

- Restaurant and commercial grease
- Grease interceptor pumping
- Non-hazardous waste collection
- Portable sanitation
- Transport to disposal facilities

Wastewater Infrastructure

Representative Services

- Aerobic treatment unit service
- Package treatment plants
- Sewer line cleaning
- Effluent sampling and reporting
- Municipal and utility service

ABOUT OUR FOUNDER

Chris Kern founded Gatepost Partners to buy and operate one septic, liquid waste, and/or wastewater company from an owner who is ready to retire. Before Gatepost, Chris spent several years investing in privately held businesses, most recently at a lower middle market private equity firm where he worked on platform buyouts and add-on acquisitions of founder and family-owned companies across specialty services, value-added distribution, and niche manufacturing. He supported origination activities, ran diligence and financing workstreams through to closing, and worked alongside management teams on budgets, KPI reporting, and integration activities. He has extensive experience working with new and existing management teams to drive sustainable and profitable growth.

Chris is an MBA candidate at The Wharton School and holds a B.S. in Finance from Florida State University. After closing, he plans to move to the market and take over daily operations.

For new deal opportunities please contact Chris Kern (chris@gatepostpartners.com)