

Three Leading AEC Firms Come Together to Form a National Growth Platform

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Three leading professional service companies have come together to form a national platform that will result in comprehensive environmental, energy, water, and civil infrastructure capabilities. Round Table Capital Partners ("RTC") launched this new venture with the acquisition of Hull & Associates, LLC ("Hull") in July of 2020 and has now further expanded the organization with the acquisitions of Duffield Associates, LLC ("Duffield") and HSW Consulting, LLC ("HSW").

The platform is RTC's third buy and build strategy in the AEC industry. Tony Brindisi, Co-founder and Managing Partner at RTC, said, "We are very bullish on the AEC industry, given the strong tailwinds driving demand for environmental services and sustainable infrastructure development. With these acquisitions, which bring together three highly successful organizations and an exemplary team of experienced executives, we are confident we have the foundation to build a true market leader over the coming years."

The leaders of Hull, Duffield and HSW remain with the company as senior leaders within the new organization. Gerry Salontai, CEO of the platform, explained, "Each of these companies has outstanding leadership in place that will allow continued success individually while building a combined leadership team moving forward. Hull, HSW and Duffield provide a complimentary set of capabilities that will expand service offerings to our growing client base within the combined companies."

With offices in eight states (Delaware, Florida, Maryland, New Jersey, Pennsylvania, Ohio, New York, and Texas) the firm has a broad geographical reach. The addition of Duffield and HSW builds on an already comprehensive capability set in environmental site assessment and remediation, energy, water resources and treatment, site civil infrastructure, and climate change resiliency, along with marine and coastal engineering. The client sector markets for the platform include the industrials, real estate, energy, transportation, and government sectors.

The platform will continue to grow organically, by providing superior service to its clients, and inorganically, by adding like-cultured firms that expand its geographical reach, compliment its services offerings and strengthen its diverse and deeply experienced team of professionals. Guy Marcozzi of Duffield notes, "We're excited to take this deliberate strategic next step because it provides additional technical breadth and depth to service clients, allows us to pivot effectively towards today's environmental and infrastructure needs and provides exciting new opportunities for our staff." Ken Watson of HSW said, "This is a win-win for our employees and clients alike to take advantage of the expertise of these excellent companies, to expand our geography, and create new opportunities. We are proud of our staff and excited to be a part of this national platform."

Link to original press release:

<https://www.rtcpartners.com/post/three-leading-aec-firms-come-together-to-form-growth-platform>