

# Reliable Service Partners (RSP)

---



## Overview

---

Reliable Service Partners is a group of HVAC and plumbing companies headquartered in the United States. RSP strives to provide the most reliable and highest-quality commercial and residential building services to its customers.

---

### Our Services

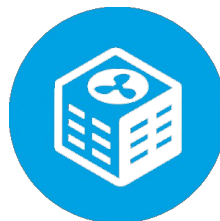
- We provide expert installation, repair, replacement / upgrade, maintenance, and inspection services for HVAC and plumbing systems, tailored to both residential and commercial customers.
- Our services are designed to enhance system efficiency and reliability, ensuring optimal performance and energy savings.



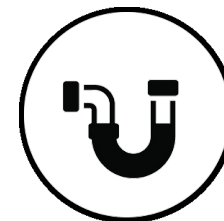
Heating



Ventilation



Air Conditioning



Plumbing

# Why Partner with RSP

---



## Certainty of Closing

- With our Board Members' record of **20+ successful business acquisitions**, we possess a deep understanding of the acquisition process.
- Our **committed capital base** ensures a seamless transaction.



## Your Legacy Preserved

- At closing, **every team member is retained**, along with their job title, responsibilities, compensation, and benefits.
- **The core of how your business operates is preserved.**
- We seek thriving businesses, where we can **focus on investing in growth.**
- We uphold the identity of each acquired business by **retaining its brand name.**



## Our Unique Experience

- Each RSP Board Member has owned and **operated multiple small businesses.**
- Our team of Operating Partners have extensive operational and leadership experience, enabling them to seamlessly **assume day-to-day operations**, facilitating a swift transition for sellers.

# Acquisition Criteria

---



## Business Profile

---

High-quality business

Distinct competitive advantages

No major customer concentration



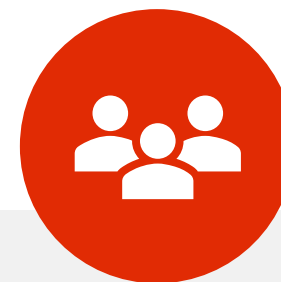
## Financial Profile

---

Minimum of \$750k of annual cash flow

Healthy profit margins

Low capital expenditure needs



## Seller Profile

---

Founder- or operator-owned business

The seller is seeking a complete exit

The seller seeks a buyer who can expand the business, uphold its legacy, and prioritize employee well-being

## Meet Our Team



**Robert E. Graham**  
CHAIRMAN OF THE BOARD

Robert Graham is the Chairman of the Board of Reliable Service Partners. Robert previously served on the board of Specified Air Solutions, a \$150M diversified manufacturer of HVAC equipment. He was also a Vice President at The Sterling Group, where he worked on multiple acquisitions and helped lead the roll-up of the second-largest distributor of specialty construction supplies in the US. Before Sterling, he was an industrial engineer and project manager at Eaton, where he oversaw a \$50M HVAC / electrical product line. Robert received an MBA from Harvard Business School and a BS in Industrial Distribution from Texas A&M University.



**Jordan P. Carter**  
BOARD MEMBER

Jordan Carter sits on the Board of Reliable Service Partners. Jordan is also an investor in multiple private equity companies in the lower-middle market. Additionally, Jordan is the CEO of B&A Group, a professional grant services and software company he acquired. Jordan previously worked with the former Secretary of the U.S. Navy, John F. Lehman, to acquire and build aerospace, defense, government services, and technology companies. Prior roles include Advisor to the CEO, Private Equity Portfolio Company Operations at Centerbridge Partners, Private Equity Investor at J.F. Lehman & Company, and Mergers & Acquisitions Analyst at Centerview Partners. Jordan received an MBA from Wharton Business School and a BS in Economics and BBA in Finance from Southern Methodist University. He serves on the board of YSM Solar & Storage Services, the SMU Cox Alternative Asset Management Center (AAMC) Advisory Board, and the SMU Cox Alumni Board. Jordan serves as an officer in the U.S. Navy Reserve.



**Aaron N. Blick**  
BOARD MEMBER

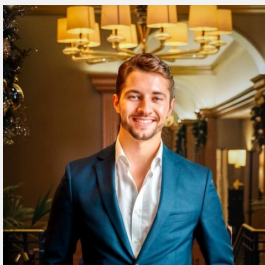
Aaron Blick sits on the Board of Reliable Service Partners. Aaron is also the President of Pillar Health Group, a group of healthcare companies that he acquired. Additionally, he manages Pegasus, a family office with investments in multiple private companies and search funds. He has over 10 years of professional management experience and a business development background in multiple healthcare industry spaces. As a partner, principal, developer and entrepreneur, Aaron has successfully started, acquired, expanded and sold over 12 companies. Aaron currently owns and operates a chain of physical therapy clinics spread across major metropolitan areas in Texas and Louisiana. Aaron received an MA from Fuller and a BA from Texas A&M University.

## Meet Our Team



**John Petracco**  
SENIOR VP OF BUSINESS DEVELOPMENT

John Petracco is a Senior Vice President of Business Development at RSP, where he focuses on deal sourcing, analysis of acquisition opportunities, negotiations, marketing, and client relations. Previously, John worked as SVP of Business Development & Sales at Delta Agriculture Partners, a private equity backed sustainability company with initiatives in biodegradable plastics, biodegradable cardboard substitutes, and carbon sequestration efforts. Prior to Delta Ag, he worked at Pony Oil in Acquisitions and Divestitures where he bought, built, and sold land-based production units to oil & gas companies. He started his career with UBS Financial Services as a registered client service associate assisting in wealth management, strategy, and trade execution. John received a BS in Business Administration and Management in the Business Honors Program from Edison State College.



**Yuri T. Hardin**  
DIRECTOR OF M&A

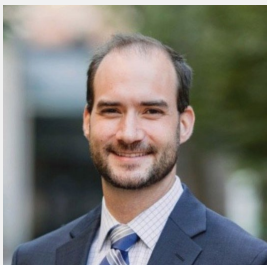
Yuri Hardin is a Director of M&A at RSP, where he focuses on deal sourcing, due diligence, and deal execution. Yuri was previously an Associate at GenRock Capital Management, a lower middle market private equity firm focused on acquiring and building businesses across the consumer and business services verticals. At GenRock, Yuri played a key role in building Early Foundations Childcare, a premium early education platform consisting of 10+ preschools across multiple states. Prior to that, Yuri was an Investment Analyst within the Private Equity & Private Credit Group at Hartford Investment Management Company, where he focused on evaluating opportunities for senior debt investments, equity co-investments, and commitments to private equity buyout funds across various industries and strategies. He earned a BS in Finance from Brigham Young University's Marriott School of Business, where he was also an active member of the Division II ice hockey team. Yuri is an Eagle Scout and speaks English, Russian, and Ukrainian.



**Peter J. Hucal**  
CO-FOUNDER & OPERATING PARTNER

Peter has 10+ years of leadership and technical experience, including hands-on entrepreneurship co-founding an award-winning VC-backed startup, and multi-functional corporate experience in engineering, finance, operations, R&D, valuations, M&A due diligence, and private equity in the oil & gas and mining sector. He worked globally in northern Canada, Alaska, Nevada, Spain, and West Africa. Before joining the private sector, he served as an Army Officer in the Canadian Armed Forces. Peter holds an MBA from the Wharton Business School, an MA in International Studies from the Lauder Institute at the University of Pennsylvania, and a Bachelor of Civil Engineering from the Royal Military College of Canada. He speaks French and English.

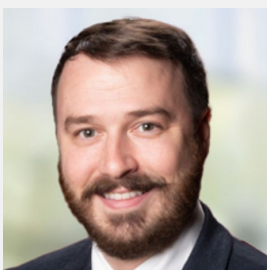
## Meet Our Team



### **Garrett Johnson**

CO-FOUNDER & OPERATING PARTNER

Garrett is a seasoned leader with 10+ years of experience in building organizations from the ground up across diverse global settings. His previous roles include founding a top 10 Catholic lifestyle website, leading growth markets for an international nonprofit, and working as a strategic consultant for Boston Consulting Group. Prior to his work in the private sector, Garrett served as a missionary in Peru and Italy spearheading social impact projects for communities in South America. Garrett holds an MBA from the Wharton Business School at the University of Pennsylvania and bachelor's degrees in Philosophy and Theology from the Pontifical Gregorian University in Rome. He speaks Spanish, Italian, French, and English.



### **Zach Smith**

OPERATING PARTNER

Zach is an accomplished business development strategist and commercial operations leader with over a decade of experience in managing infrastructure construction projects and industrial organizations. His expertise includes managing large projects, driving organizational transformations, strengthening client relationships, and managing complex contractual processes. Most recently, as an Advisory Manager at KPMG, Zach led several key projects including leading the project management office and an ERP transformation for a Fortune 500 company. Prior to KPMG, Zach held several managerial roles at Kent, where he spent most of his time leading large projects and developing strategic commercial and project controls infrastructure operations for the company. Zach received both a Master of Engineering in Technical Management and a BS in Technology Management from Texas A&M University.

# Thank You

For inquiries about selling your HVAC or plumbing business, or to explore partnership opportunities, please contact us via email.



## Email

[team@reliablesp.com](mailto:team@reliablesp.com)



## Website

[www.reliablesp.com](http://www.reliablesp.com)



## Address

2807 Allen St., Ste. 2057  
Dallas, TX 75204