



Press Release

July 15, 2021 | Mizzen Capital News

Mizzen Capital Provides Term Loan to Excel Utility Contractors

New York, NY – July 15, 2021 Mizzen Capital, LP (“Mizzen”), a private credit fund, announced that it provided approximately \$6 million in debt and equity to support Sileo Capital’s acquisition of Excel Utility Contractors.

Headquartered in Villa Ridge, Missouri, Excel is a critical infrastructure services provider offering project management, construction, installation, and maintenance services to commercial and government customers in the telecommunication, water/wastewater and power industries.

Mizzen partnered with Brightwood Capital Advisors and Sileo Capital in this transaction.

“We have found a true partnership with investors and operators who understand our industry and our business and who value our customer relationships and our dedicated employees. With this partnership, Excel will be better able to provide safe, quality, service for existing and new customers and enhanced benefits and growth opportunities for our employees,” said Keith Record, Founder and Chief Executive Officer of Excel.

Marilyn Adler, a Managing Partner at Mizzen said, “Mizzen is a strong supporter of essential businesses and critical infrastructure services. We are excited to support Excel’s growth in the future.”

About Excel Utility Contractors

Excel Utility Contractors is a critical infrastructure services provider offering project management, construction, installation, and maintenance services to commercial and government customers in the telecommunication, water/wastewater and power industries. For more information, please visit www.excelutility.com.

About Mizzen Capital

Mizzen Capital is a New York based, women-owned, credit fund providing loans to U.S. based lower middle market businesses primarily in manufacturing, business and healthcare services, IT and software, and alternative energy that are socially responsible and sustainable. Mizzen invests in both sponsored and owner managed companies for working capital, growth, recapitalizations and acquisitions. Further information is available at www.mizzencapital.com.

About Brightwood Capital

Brightwood Capital is a private investment firm that specializes in providing growth capital to U.S.-based, small- and medium-sized businesses in five core sectors: technology & telecommunications, healthcare, business services, transportation & logistics and franchising. Brightwood's team of more than 40 employees manages approximately \$4 billion in capital (or of assets) on behalf of its investor base. For more information, please visit www.brightwoodlp.com.

About Sileo Capital

Sileo Capital (*Si-lay-oh*) is a unique independent sponsor that not only makes principal equity investments, but also provides strategy, operations, financial, and transaction consulting. Sileo’s equity investments are focused



on industries where its team has extensive transaction and operations experience (e.g., multi-unit, critical infrastructure services, government services, and waste management). Sileo deploys its financial and intellectual capital with North American-based companies where it can partner with intelligent, experienced people of high integrity and character to build businesses that it can be proud of and that generate attractive risk-adjusted returns for all stakeholders. For more information, please visit www.sileocapital.com.

For more information, contact: Marilyn Adler, madler@mizzencapital.com, 917-763-9423