

Acquisition of the Hartley Companies



“The planning, deal execution and transition process was smooth and efficient. I truly couldn’t have dreamed of a better outcome for my family and companies.”

— GREG HARTLEY, FOUNDER

Deal Snapshot

- Employees: 50
- Year Founded: 1978
- LOI to Close: 6 months
- Deal Amount: \$5,250,000
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What is Hartley?

For over two decades, Greg Hartley built Hartley Concrete Construction and Hartley Dirtworks into the premier residential concrete flatwork and excavation service providers in the Treasure Valley. In the Fall 2019, Greg started to think about retirement. He also wanted to ensure that his employees and customers were taken care of and that his legacy would endure. In Summer 2020, Alturas Ventures approached Greg to explore the possibility of acquiring the Hartley companies.

The Partnership

With core value alignment, a strong leadership team in place, and common long-term goals, Hartley was a natural addition to the Alturas family of companies.

- Industry expertise at leadership level
- Dedication to employees and customers
- Robust operational synergies
- Significant growth potential
- Deep level of respect and admiration between owners
- Strong reputation for quality service

The Alturas Impact

New Employee Benefits:

- Paid holidays & Paid time off
- Improved 401(k) match
- Added Health, Dental, and Vision Insurance
- Personal equipment stipend

Operational Growth:

- Promoted employees from within
- Acquired \$1m+ in new equipment
- Leased additional equipment yard to accommodate growth
- Launched concrete foundations business unit

Why Alturas?

- People focus
- Operational experience and growth capital
- Idaho-built and Idaho-focused
- Long-term hold strategy

Alturas Core Values

- Partnership
- Abundance
- Growth Mindset
- Ownership
- Sustainability
- Passion for Life