



MCNALLY CAPITAL'S UNIQUE FAMILY-FIRST PARTNERSHIP

McNally Capital and Smith & Oby want to build a platform with **like-minded operators** seeking **strategic partnership**, **operational excellence**, and **cultural alignment** to **drive growth**.

SMITH & OBY IS ACTIVELY SEEKING STRATEGIC ADD-ON CANDIDATES

Targeting commercial & industrial (C&I) **HVAC services** businesses with **over \$250,000 in EBITDA** in the **broader Midwest and other growth regions** in the United States

COMPANY HIGHLIGHTS

FOUNDED – 1898

LOCATIONS –

Cleveland, Ohio (HQ)
Charleston, West Virginia

INDUSTRY –

C&I HVAC Services
Mechanical Contracting

REVENUE MIX –

Installation
Service & Maintenance

FULL-SERVICE PROVIDER –

Design & Engineering
Construction
Repair & Maintenance

KEY GEOGRAPHIC MARKETS –

Ohio • West Virginia • Kentucky

CORE CAPABILITIES

PLUMBING



HVAC



DESIGN/BUILD



FABRICATION



SERVICE



ENGINEERING



PRIMARY END-MARKETS

HEALTHCARE



EDUCATION



C&I



CIVIC



Full-service provider with vertically-integrated capabilities from design & engineering to installation, maintenance, service, and repairs that are **highly leverageable across different geographies**

120+ year-old leading Midwest HVAC and plumbing mechanical contractor and services provider with **deep-rooted multi-generational family culture**

High-quality work and **longstanding relationships** with clients in **attractive end-markets** resulting in **repeat work** with existing clients

A tenured owner/operator management team with a collective experience of over 195 years with the Company and **over 280 years within the industry**

Proven track record of successfully expanding revenue stream by growth of service segment

CONTACT OUR DIRECTOR OF BUSINESS DEVELOPMENT

