CASE STUDY

# Chesapeake Collision

*FOCUS Advises Chesapeake Collision on its Sale to Caliber Collision*



Chesapeake Collision

has been acquired by

CALIBER COLLISION

**ABOUT US**

Combining more than 40 years of M&A advisory experience, FOCUS delivers results for middle-market clients across a variety of major industry groups. With a team of over 60 banking professionals supported by senior advisors and specialists in operations, research, compliance, and marketing, FOCUS provides clients with comprehensive expertise and seamless execution.

## Process & Overview

As business owners approach different stages of their professional and personal lives, the decision to pursue a sale can be driven by a variety of factors, including retirement, changing priorities or a desire to pursue new opportunities. For Chesapeake Collision, the transaction represented an opportunity to transition ownership while positioning the business and its employees for continued growth.

A key differentiator for Chesapeake Collision was the strategic value of its locations. The shops operated in an area where zoning restrictions limited the ability to establish new collision repair and paint businesses, creating a distinct advantage for existing, grandfathered locations. Additionally, the market had a concentration of electric vehicle (EV) repairs, making the business particularly attractive to buyers seeking to expand their EV service capabilities.

FOCUS served as the exclusive financial advisor throughout the transaction, evaluating potential buyers with two primary objectives: maximizing value for the sellers while identifying a partner for whom the business would represent a meaningful strategic addition. Caliber Collision emerged as a strong fit given its strategic approach to growth, operational capabilities and interest in expanding its presence in the market.

## Transaction Results

Once the buyer was established and throughout the transaction, FOCUS prioritized clear and consistent communication among all parties. Working with large strategic acquirers can introduce complexities as internal strategies and approval processes evolve during a transaction. The FOCUS team worked to maintain alignment, address issues as they arose and kept the process moving forward.

Chesapeake Collision was successfully acquired by Caliber Collision, delivering meaningful benefits to all parties:

- **For the Sellers**: Achieved their desired value for the business and successfully transitioned ownership.
- **For the Buyer**: Secured strategically valuable locations in a market where expansion opportunities are limited, while strengthening its presence in an area with significant EV repair activity.
- **For Employees**: Gained access to the resources, infrastructure and career development opportunities of a larger national platform.

The acquisition represents a strategic addition to Caliber Collision's network and positions the Chesapeake Collision locations for continued growth under new ownership.


**To Learn More, Contact:**

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> *"Chesapeake Collision's transaction with Caliber Collision represents an important milestone for the business and we wish them continued success in this next chapter."*
>
> **Rick Thomas**
> **CEO, FOCUS**


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