
WilmerHale Represents Petillo in Acquisition by Sterling Construction Company

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WilmerHale advised Petillo Incorporated, a leading specialty site development solution provider in the Northeast and Mid-Atlantic, [in its acquisition](#) by Sterling Construction Company, a market-leading infrastructure services provider of E-infrastructure Solutions, Building Solutions and Transportations.

Founded in 1994 by owner and CEO Michael Petillo, Petillo has seen compound revenue growth from 2017 to 2021 of 29% through continued expansion of its geographic footprint, customer base and service offerings. Petillo's 2021 revenues and income from operations are expected to be approximately \$212 million and \$29 million, respectively. The aggregate consideration of \$195 million paid on the closing date included \$175 million of cash and 759,447 shares of Sterling common shares valued at \$20 million. Working together, Sterling Construction and Petillo will create one of the largest specialty site development companies in the U.S.

The WilmerHale team representing Petillo was led by [David Haber](#) and included [Tal Hacohen](#), [Matthew Engellenner](#), [Michelle Sidle](#), [Bill Caporizzo](#), [Gavin Tullis](#), [Hartmut Schneider](#), [Carla Gilbertson](#), [Amy Null](#), [Laura Schneider](#) and [Cindy Sullivan](#).