

JTW Advises Gator Air Conditioning on Sale to Del-Air Heating, Air Conditioning & Refrigeration



JTW Mandate: **M&A Sell-Side**

Client: **Gator Air Conditioning**

Client Type: **Private Company**

Industry: **HVAC**

MSA: **Sarasota + Tampa, FL**

Counterparty: **Del-Air Heating, Air Conditioning, + Refrigeration**

Counterparty Type: **PE - Backed**

PE Sponsor: **Astara Capital Partners**

Deal Type: **Bolt-On Sale**

Deal Size: **Confidential**

Date Closed: **February 2025**

"This deal underscores the robust M&A environment in home services, where both strategic and private equity-backed buyers remain highly active. Running a competitive process—rather than negotiating with a single party—is one of the most reliable ways to ensure sellers realize full value for what they've built."

Chris Jasinski

CEO of JTW Advisors

CLIENT PROFILE

Gator Air Conditioning was a residential HVAC service provider with a well-established presence across the Sarasota, Bradenton, and Tampa markets. Operating for more than 20 years, the company built a loyal customer base through years of reliable, high-quality service and is recognized across both residential and light commercial segments. With deep community roots and a tenured workforce, Gator Air represents the kind of owner-operated business that serves as the backbone of local home services.

OBJECTIVES

The owners sought a strategic buyer able to support operational growth while preserving the company's reputation and service standards. They aimed to secure a partner experienced in home services consolidation who could bring the capital and infrastructure needed to take the business to its next phase—without sacrificing the culture and quality that defined Gator Air's brand.

PROCESS

JTW Advisors led a structured, competitive sale process for Gator Air Conditioning to maximize value and transaction certainty. We developed tailored marketing materials showcasing the company's service capabilities, customer loyalty, and market position, then engaged a targeted group of qualified home services acquirers.

Rather than relying on a one-off negotiation, JTW created a competitive process that generated stronger offers, improved terms, and provided the seller with meaningful market validation. We also managed diligence across operations, workforce, and customer relationships while maintaining strict confidentiality and business continuity, ensuring the company reached closing in the same strong position in which it was brought to market.

OUTCOME

Del-Air Heating, Air Conditioning & Refrigeration—backed by Astara Capital Partners—was selected as the buyer. The competitive process JTW ran directly contributed to the quality of the final terms: by surfacing multiple credible offers, JTW was able to negotiate from a position of strength and deliver a result that reflected the true market value of the business. The acquisition enhanced Del-Air's regional service platform and created meaningful growth opportunities for Gator Air's employees within a larger, well-resourced organization.