

This announcement appears as a matter of record only



has been sold to  
Natelco Management

We initiated the transaction, acted as financial advisor to,  
and assisted with the negotiations as the representative  
of Natelco Corporation



**About Natelco:** Natelco is high growth, high quality provider of electrical construction and maintenance services to large corporate and institutional clients in the Mid Atlantic region. The firm has increased revenue and profits every year since its founding in 1993. With 2004 revenue in excess of \$50 million, the company has consistently outperformed the industry norms. Shareholders included the CEO and investors.

**About Natelco Management and the transaction:** Donna M LaScola has been the President and CEO of Natelco since 1994, and prior to this transaction was a minority shareholder. LaScola, now the majority shareholder, was joined by seven (7) other members of the management team in acquiring 100% ownership in the firm. FOCUS advised in structuring a company stock redemption of all investor owned shares; and facilitating both senior and subordinated debt financing.

**About FOCUS Enterprises, Inc.:** FOCUS Enterprises, Inc., founded in 1982 in Washington, DC, provides a range of investment banking services tailored to the needs of middle market and small businesses. Today the firm is national in scope, serving clients from offices in major cities across the United States. FOCUS specializes in transactions for entities with \$5-100 million in revenues, serving entrepreneurs, corporate owners, and various types of investors. As of January 2005, FOCUS has 20 investment banking professionals in its four offices in Atlanta, Chicago, San Francisco, and Washington, DC. To find out more about the specialized services of Washington, D.C.-based FOCUS Enterprises, visit [www.focusenterprises.com](http://www.focusenterprises.com).



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