



Luke Smith

Managing Director
BaseRock Partners

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baserockpartners.com

Speaking Engagements

- CFMA Massachusetts

Areas of Expertise

- Specialty Contractors and Building Products
- Ownership Succession
- Economic Outlook & Market Trends
- Construction Forecast
- Construction M&A
- Mergers and Acquisitions in the Construction Industry
- Strategic Advisory

Credentials

- Series 63
- Series 79
- Bachelor of Science | United States Military Academy at West Point
- Master of Business Administration | The Wharton School of the University of Pennsylvania

About

Luke Smith serves as a Managing Director at BaseRock Partners, where he brings over a decade of corporate finance experience to the firm.

With a strong background in M&A, Luke has deep experience within the broader engineering and construction sector, with a focus on specialty contractors and building products.

Prior to joining BaseRock Partners, Luke held investment banking positions at Truist Securities, FMI Capital Advisors, and Evercore.

Presentation Topics

- **Introduction to Ownership Succession**
 - An introductory discussion of the most common ownership succession paths in the construction industry
 - Mergers and Acquisitions in the Construction Industry
 - ESOPs in the Construction Industry
 - Overview of the common techniques utilized to transfer equity internally. (Can be a stand-alone deep dive)
- **The Landscape for Construction M&A**
- **M&A Trends and Transaction Options for Business Owners**

Published Insights

- [Electrical Services Market Update 2025](#)
- [Utility Services Market Update 2025](#)
- [Electrical Services Market Update 2024](#)
- [Utility Services Market Update 2024](#)