

FOCUS Investment Banking Represents CMI Management in its Sale to Dexterra Group

Washington, DC, (April 1, 2024) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that [CMI Management](#), an organization that provides facilities and asset management services primarily to government agencies, has been acquired by [Dexterra Group](#). FOCUS represented CMI Management throughout this transaction process.

Founded in 1986 by husband and wife, Abebe and Azenegash Abraham, CMI is an award-winning provider of turn-key facilities management services to Federal agencies including highly sought-after clients such as the U.S. Army Corps of Engineers, Federal Emergency Management Agency (FEMA), and the Armed Forces Retirement Homes as well as to select commercial entities. Earlier in its journey, CMI Management had won a \$400M BPA and supported DHS at 71 different sites across the continental USA. The company has been

recognized for providing measurable quality, long-term results and personalized service with integrity.

CMI has built a team of highly focused members dedicated to providing superior services to its customers. In order for the company to continue to grow and succeed, the Abrahams realized they needed to sell to a company that could help them do that.

Dexterra Group, an Integrated Facilities Management (IFM) company headquartered in Mississauga, Ontario has been serving its clients for over 70 years. With operations throughout Canada and the U.S., delivering a range of support services for the creation, management, and operation of infrastructure to diverse clients in the public and private sectors. The purpose of the acquisition was to expand the Company’s IFM platform in the US.

“Over the past 40 years, we have successfully built CMI into an exceptional organization with extraordinary team members,” commented Abe Abraham, CEO of CMI. “Though my wife Azzi and I have decided to move on, we are pleased that we found the right buyer. We are confident that Dexterra will continue to grow the company and carry on the legacy of excellence for our loyal clients as well as for our dedicated employees.”

“I’ve known Abe and Azzi for nearly 15 years and it has been a privilege to represent them during the sale of their business,” said Eric Oganessoff, Managing Director of FOCUS. “Their strong commitment to their company and their employees is to be admired and I’m thrilled that we were able to match them with a great partner that will continue their legacy.”

“When it came to finding an M&A firm to take us to market, we sorted through nearly 25 firms and landed on FOCUS, a firm we have known for over 15 years,” Abraham continued. “The team at FOCUS has been exceptional. They diligently and patiently walked us through undetected challenges and consistently worked late nights to complete required due diligence. Eric [Oganessoff] and Barry [Calogero] are highly experienced bankers and were able to professionally work through obstacles and efficiently complete this transaction. We are thrilled with the outcome!”

**These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.*

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