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Arch Painting under letter of intent with acquisition target – CEO

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Proprietary

by Avery Koop

- Would speak to advisers about other targets
- Closely-held company Arch has about USD 50m in revenue

Arch Painting, a commercial and residential painting contractor, has two or three promising "irons in the fire" for acquisition, CEO Rich Kilgannon said.

The closely held company is under a letter of intent with one target and is actively seeking more, Kilgannon said. Arch would be open to advisors on both the buyside and sellside with target opportunities. It also has an in-house team which sources opportunities, he added.

The Woburn, Massachusetts-based company did not specify revenue size of targets but noted it does not want to simply acquire revenue, but profitability, the CEO said. Many of its targets tend to be family-owned and founder-led businesses.

The company would prefer targets that primarily focus on repair and re-painting services, and less so on areas like new construction, the CEO said.

"We do a lot of work with Ivy League universities… we work with some very large museums, for example, and that is more lucrative than new construction," Kilgannon said.

According to Kilgannon, the paint industry is highly fragmented, presenting a lot of acquisition opportunities. Arch is seeking companies that offer new services that complement its current offerings.

Last year, when speaking with *Mergermarket,* the CEO noted that Arch would seek technology plays that could integrate AI, satellite imagery and drones to obtain data for exterior paint work. It would continue to seek similar targets but has also been investing in building this technology internally.

The company experienced double digit growth at a percentage in the "late teens" last year, according to Kilgannon. It grew 20% year-over-year as of 1Q26.

Arch currently has about USD 50m in revenue and it is on track to exceed USD 100m by 2030, the CEO said. According to the previous report by this news service, the company had USD 30m in revenue in 2025.

The company is debt-free, but could consider a raise for acquisitions, according to the CEO.

In January 2025, the company acquired Paintzen. In August last year, it rebranded, adopting Paintzen as the company's consumer, residential-focused arm and Arch as the commercial arm, Kilgannon said.

Paintzen operates across 13 states from New England south along the East Coast, Kilgannon said. Its goal is to expand nationally over the next 12 months, he added.

Arch operates in all states except Alaska and has one customer in Canada, the CEO said.

The company recently launched a physical presence in the Carolinas, with an office in the Raleigh-Durham area and recently launched a location in the Dallas-Fort Worth area. According to its website, it has offices in Framingham, Massachusetts, Providence, Rhode Island, and Boston, in addition to its headquarters.

Arch turned its proprietary tech offering into a separate platform called Zenify, which uses an algorithm to provide instant quotes for residential customers. It can also be used in other markets like roofing, flooring, and HVAC. Some of its technology has been rolled out in Lowe's and it is currently in conversation with other big box retailers, he added.

The company's founder, Joe Giacolone, is its sole shareholder. Arch is not considering an exit but receives frequent inbounds from private equity and family offices, the CEO said.

Arch's closest competitors across different segments of its business include Renovia, Harrison Contracting, and CertaPro Painters.

The company uses an in-house lawyer, but would seek an external firm for M&A. Its commercial banker is Cambridge Savings Bank.

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