

# Opportunity

## BM021682 – Full-Service Custom Pool Contractor

Location: Southeast US



The company is a luxury pool builder providing custom pools to residential and commercial clients. In addition, the company constructs custom outdoor waterfalls, kitchens, bathrooms, and outdoor living areas through its established network of licensed contractors and sub-contractors.

## Bids Invited

### Key Aspects

- Operating history spans over four decades
- High-end clientele contributing to greater margins
- Achieved a 47.7% compound annual growth rate (CAGR) in adjusted EBITDA from 2016 to 2018
- Contracted backlog stands at \$2.8M at 11/30/19
- 30% recurring revenue through home builders
- Long-term relationships with clients and suppliers
- Three-dimensional pool design software depicts future pool and backyard projects
- BBB A+ accredited business

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2016	Tax Returns	\$7,137	\$1,516	\$286
12/31/2017	Tax Returns	\$7,823	\$1,319	\$42
12/31/2018	Tax Returns	\$7,795	\$1,870	\$600

\* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

**William Sullivan**  
[wsullivan@benchmarkintl.com](mailto:wsullivan@benchmarkintl.com)

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: +1 1 813 898 2350 | F: +1 1 813 280 9871

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC

# Opportunity

## BM021682 – Full-Service Custom Pool Contractor

Location: Southeast US



**BENCHMARK**  
INTERNATIONAL

### Opportunities

- Create maintenance and repair lines of service to generate additional revenue streams
- Expand geographic area served
- Pursue additional projects in the commercial market

### Shareholder Objectives

- The sole owner of the business is active in day-to-day operations. The owner is seeking to exit the business for retirement purposes. The owner is prepared to remain with the company for a negotiated transitional period.

### Headquartered

- Florida

### Current Markets

- Florida

### Real Estate

- The company owns and operates from a two-story building sitting on 1.30 acres of land. The facility totals 10,000 sq. ft. There is room to grow in the current location. The real estate is included in the sale. The owner will entertain selling the facility.

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: +1 1 813 898 2350 | F: +1 1 813 280 9871

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC