

# Opportunity

## BN000031324 - Multi-State Acoustical and Drywall Contractor

Location: Southern United States



The company provides subcontracting for the furnishing and installation of metal stud framing, drywall, and acoustical ceilings. The company provides services in commercial work settings.

## Bids Invited

### Key Aspects

- Experienced drywall construction management
- Key industry contacts
- Regionally known drywall contractor with an excellent reputation
- Premium cost estimating and accounting software utilized for cost management

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2017	Reviewed	\$6,012	\$1,162	\$569
12/31/2019	Reviewed	\$6,872	\$1,031	\$344
12/31/2020	Reviewed	\$5,213	\$1,112	\$465
12/31/2021	Reviewed	\$7,177	\$1,315	\$647
12/31/2022	Reviewed	\$5,962	\$1,016	\$321

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

**Matthew Kekelis**  
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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 | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

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### Opportunities

- Expand territory
- Develop federal work force, hire estimator and develop key personnel to leadership
- Develop more labor subcontractors/providers
- Improve estimating process
- Take on larger-sized projects with additional working capital

### Headquartered

- Southern United States

### Current Markets

- Southern United States

### Real Estate

- The company operates from a 4,000 sq. ft. facility leased from an unrelated third-party. The facility has 1,500 sq. ft. of storage space and 2,500 sq. ft. of office space. There is room to grow in the current facility.

### Shareholder Objectives

- The company has two owners. The majority owner owns 55% of the company and the minority partner owns the remaining 45%. The majority owner is nearing retirement and would like to begin planning his exit after the transitional period. The minority partner is flexible. The owners are open to variety of deal structures.

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