Opportunity

BM020260 – Prime Roofing and Maintenance Services Contractor

Location: Southeast US

BENCHMARK INTERNATIONAL

The company is a well-established business. The company engages in multiple facets of commercial roofing projects including new construction, re-roofing, and maintenance related services. The company specializes in low-slope systems and also offers sheet metal services through its established network of licensed sub-contractors and its in-house fabrication shop.

Bids Invited

Key Aspects

- Depth in management, next generation is ready to take over
- Performed projects in excess of $2M
- $10.2M of secured backlog as of December 2020
- Operating history spans over nearly four decades
- Repeat work accounts for 90% of revenue
- Strong long-term relationships with clients exceeds 20 years
- Known for quality and service

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2017	Audited	$22,319	$2,933	$1,659
12/31/2018	Audited	$23,167	$3,056	$1,889
10/31/2019	Audited	$26,655	$3,272	$1,568
12/31/2020	Audited	$23,548	$2,452	$1,461

* 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

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.

Opportunity

BM020260 – Prime Roofing and Maintenance Services Contractor

Location: Southeast US

Opportunities

- Deploy marketing strategies and update the website to drive incremental sales
- Expand geographic footprint
- Option to target residential sector projects to increase market share
- Expand repair division

Headquartered

- Southeast

Current Markets

- Southeastern

Real Estate

- The company operates from a 12,200 sq. ft. facility leased from an affiliated entity. The operating facility totals approximately 16,200 sq. ft. of commercial space. The property is not included in the sale.

Shareholder Objectives

- The company is owned by six shareholders total. Four are active. The remaining two owners are retired. One of the active owners is approaching retirement age and would like to pursue other interests. The remaining three are willing to stay on with the new ownership after the sale.

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: 1 813 898 2350 | F: 1 813 280 9871

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