

Opportunity

BN000028691 – Full-Service Brick Paving Company

Location: Florida



The company is a full-service brick paving company, specializing in the use of traditional brick, Old Chicago brick, natural stone, and marble for a variety of applications. With over 15 years of experience, the company has developed a high degree of recognition, and reputation in the industry.

Bids Invited

Key Aspects

- From 2016 through 2019, revenue and gross profit have grown at compound annual rates of 20.5% and 41.7%, respectively
- Gross profit margins have averaged 17.0% from 2016 to 2019
- Diversified product and service offerings to appeal to a wide spectrum of customers
- Strong position in its local market
- All customers are under signed contracts
- Knowledgeable and highly skilled employees

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2016	Internal	\$1,798	\$247	\$54
12/31/2017	Internal	\$1,978	\$358	\$162
12/31/2018	Internal	\$2,786	\$392	\$165
12/31/2019	Internal	\$3,144	\$701	\$501
12/31/2020	Internal	\$2,472	\$312	\$95

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

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Opportunities

- Add an additional installation crew to capitalize on the plentiful availability of projects
- Expand the company's service area to include south Florida, the Bahamas, and other Caribbean islands to increase market share
- Implement a strategic marketing plan to acquire new clients and accelerate continued growth

Headquartered

- Florida

Current Markets

- The company currently serves residential and commercial customers throughout its local market in Florida.

Real Estate

- The company operates out of three facilities consisting of office space and storage areas. Two of the three facilities are owned by unrelated third parties, with the third owned by a related entity. Management notes that the two leases are transferrable, and that they are open to entering into a long-term lease at the affiliate-owned location.

Shareholder Objectives

- The company is owned by a single shareholder who believes the company is in a position to expand and take advantage of growth opportunities in the industry. The shareholder would like to de-risk and start preparing for retirement; however, he is willing to stay with the company for a transition period under new ownership.

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