

Opportunity

BN000036223 – Premier Commercial Interior Systems Contractor Specializing in Interior Finishes and Specialties

Location: Midwest United States



BENCHMARK
INTERNATIONAL

The company is a commercial interior systems contractor specializing in interior finishes and specialties. The family-owned company installs cold-formed metal framing and exterior sheathing and metal trusses for new construction, renovations and repairs.

Bids Invited

Key Aspects

- Estimated 76% repeat business according to management
- Experienced management team
- Highly qualified and experienced carpenters
- Superior responsiveness and communication
- Established processes and practices
- Job-tracking through specialized construction software
- Certified installer for USG Ensemble Ceiling Systems

Financial Disclaimer: Financial results for both entities have not been combined due to intercompany transactions. Revenues and costs are subject to intercompany transfers not identified.

Key Indicators

Primary Entity

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$3,862	\$853	(\$108)
12/31/2021	Tax Returns	\$8,317	\$2,100	\$830
12/31/2022	Tax Returns	\$9,663	\$2,118	\$391
9/30/2023	TTM	\$20,259	\$6,002	\$3,830

Secondary Entity

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$1,066	\$145	\$109
12/31/2021	Tax Returns	\$2,367	\$336	\$208
12/31/2022	Tax Returns	\$1,624	\$196	(\$58)
9/30/2023	TTM	\$3,000	\$647	\$375

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

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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 | 10 Lea Avenue | Suite 780 | Nashville | Tennessee | 37210 | T: 1 615 924 8950 | F: 1 813 280 9871

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Opportunities

- Expand outside of the company's current geographic footprint
- Increase focus on federal and military installation projects
- Continue securing additional projects through trade partners

Headquartered

- Midwest United States

Current Markets

- Commercial, educational, healthcare, industrial, and federal/military entities needing new construction and/or renovation.

Real Estate

- The company operates from a 12,500 sq. ft. facility leased from an affiliated entity. The owner will entertain selling the building or entering into a long-term lease.

Shareholder Objectives

- The company has two owners. They are open to various deal structures and can continue on with the company after a sale.

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