Opportunity

BN000039437 – Class A Design-Build Commercial General Contractor

Location: Mid-Atlantic U.S.

BENCHMARK INTERNATIONAL

The company is a full-service class A general commercial contractor in the Mid-Atlantic U.S. The company's services include design-build, general contracting, construction management, and land development for several locally and nationally recognized clients.

Bids Invited

Key Aspects

- The company's revenue and gross profit had a compound annual growth rate (CAGR) of 8.5% and 14.2% from 2018 to 2021, respectively
- Revenue growth of 21.3% from 2020 to 2021
- Bonding capacity of five million for a single project with an aggregate program in range of $10 million
- Backlog as of December 31, 2021, is $11 million
- Adjusted EBITDA CAGR of 87.4% from 2018 to 2021
- Experienced construction in a variety of industries, including commercial, retail, sports and recreation, and light industrial
- Experienced builder in 15 states with the capability to service 34 states
- Established and highly experienced management team

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Internal	$17,216	$1,551	$113
12/31/2019	Internal	$20,132	$1,810	$207
12/31/2020	Internal	$18,153	$2,277	$1,078
12/31/2021	Internal	$22,012	$2,310	$741

* 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.

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

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Opportunities

- Capitalize on the natural organic growth of the company
- Expand client base and projects to the remaining 19 certified states
- Benefit from work in progress (WIP) contracts totaling $24.5 million in total contract revenue as of FYE 2021
- Utilize established contract vehicles with regional and national clients
- Propagate from the natural construction industry growth of two percent in revenue from 2021-2026

Headquartered

- Mid-Atlantic U.S.

Current Markets

- Market segments include retail, restaurant, food service, light industrial, sports and recreation, hospitality, commercial, and office construction. The company has national experience with the ability to work in 34 states.

Real Estate

- The company operates from a 10,000 sq. ft. facility leased from an affiliated entity. Ownership is willing to sell the asset or enter into a long-term lease agreement. There is room to grow in the current location.

Shareholder Objectives

- The company has one active owner. He wants to exit the company but is willing to stay for a short transitory period, following a potential sale.

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