

Opportunity

BM011179 - Turn-key Custom Casework Manufacturer in Southwest US

Location: Southwest US



The company is a leading, turn-key custom casework manufacturer with over 50 combined years experience in the architectural woodwork industry.

Bids Invited

Key Aspects

- SBE/WBE/MBE certifications and designations
- Highly skilled staff with the experience and knowledge to design, manufacture, and install casework
- Only company in the region that completes change orders during the installation process
- As of Q1 2023, the company has a project base of over \$2.4 million in contract value

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$2,053	\$1,399	\$425
12/31/2020	Internal	\$3,044	\$1,768	\$788
12/31/2021	Internal	\$1,970	\$1,224	\$288
12/31/2022	Draft*	\$2,983	\$1,729	\$657

**The company is in the process of closing its books. The YE 2022 financial information does not include any year-end adjustments.*

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

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Opportunities

- Expand operations to capitalize on growing Texas metro markets including Dallas-Fort Worth and Houston
- Bring on additional talent and staff to meet anticipated project work
- Increase marketing and advertising strategies to further build brand awareness and penetrate other markets

Headquartered

- Texas

Current Markets

- The company serves clients in both the public and private sectors in San Antonio & Austin, Texas and surrounding counties.

Real Estate

- The business operates from a 31,000 square-foot facility, which is held by current ownership. The location is 70% occupied with room to expand. Ownership expects to lease the facility to new ownership.

Shareholder Objectives

- Ownership is seeking a more balanced lifestyle and an eventual full exit from the company. The sole owner is open to a variety of deal structures as well as a one-year period transition time to new ownership.

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