

Opportunity

BN000039001 – Diverse Legacy Sign Company with Established Customer Base

Location: Southwest US



A legacy sign company, designing, manufacturing, installing, and servicing all types of illuminated, non-illuminated and message center signage. The business has been operating for over 60 years.

Bids Invited

Key Aspects

- Venerable sign company operating since 1955
- Diversified income from sign manufacture, installation, repair, service and warranty streams
- Superior design services; a competitive differentiator
- Only local manufacturer of UL-listed electric signs (many municipalities require signs be listed)
- Talented and experienced workforce with employee tenure ranging from 10 to 25+ years
- Highly regarded local brand

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2021	Internal	\$2,257	\$1,347	\$239
12/31/2022	Internal	\$2,459	\$1,462	\$281
12/31/2023	Internal	\$2,610	\$1,655	\$442

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

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Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594

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Opportunities

- Expanding custom sign customer base
- Accepting more subcontract sign installation work from large sign companies
- Future growth in the high-margin vinyl printing market
- Potential expansion into booming nearby metro market
- Secure additional maintenance and parts agreements

Headquartered

- Oklahoma

Current Markets

- The company serves retail and commercial businesses primarily in the state of Oklahoma and a neighboring state.

Real Estate

- The company operates from a 63,000 square-foot tract of property which it owns. The property has three free-standing buildings with a total area of 23,380 square feet. The property is expected to be included as part of a sale.

Shareholder Objectives

- The sole owner is seeking retirement and an eventual full exit from the business. The sole owner is willing to stay for a reasonable time post-sale to transition to new ownership.

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