

# Opportunity

## BN000036672 – Specialty Drywall & Metal Framing Construction Company

Location: Mid-Atlantic US



The company is a commercial construction firm that focuses on specialty drywall applications & products and cold-form metal framing. The company also offers expert-level installation services for all projects.

## Bids Invited

### Key Aspects

- From 2018 to 2021, revenues grew at a compound annual rate (CAGR) of 13.0%
- During the same time period, gross profit margins averaged 18.5%
- Nearly \$34M of secured backlog as of March 2022
- Diverse product and service catalog which can be sold individually, or combined to provide a full-service model
- In-house prefabricated and panelized framing process, saving an estimated 60% of labor time
- Repeat customer rate of over 90%
- Senior leadership is comprised of a knowledgeable team with over 200 years of combined experience in the industry

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2018	Reviewed	\$26,364	\$5,752	\$2,624
12/31/2019	Reviewed	\$33,465	\$4,928	\$1,619
12/31/2020	Reviewed	\$23,034	\$4,119	(\$140)
12/31/2021	Reviewed	\$38,052	\$7,382	\$2,509

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

**Paul Manry**  
[pmanry@benchmarkintl.com](mailto:pmanry@benchmarkintl.com)

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### Opportunities

- Geographic expansion into other areas of the U.S. with high rates of construction activity
- Expand the company's design-assist & value engineering services, and capitalize on the market trend preferring these value-add services
- Capitalize on the company's prefabrication and panelized framing process and the reduced installation expenses it generates
- Capitalize on the company's recently elevated bonding capacity, allowing an increase in the total number of jobs the company can take on

### Headquartered

- Mid-Atlantic US

### Current Markets

- The company primarily serves the Mid-Atlantic US region, with a focus on the Washington D.C. metro area. The company serves a variety of industries such as multi-family residential, commercial, industrial, education, and healthcare.

### Real Estate

- The company operates from a 75,000 sq. ft. facility, leased from an unrelated third party. This facility includes in-house prefabrication, staging, and office space.

### Shareholder Objectives

- The company is currently owned by two shareholders (60%/40%). The majority shareholder wishes to sell the company in preparation for retirement, with the minority shareholder wishing to remain with the company following a sale.

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