

# Opportunity

## BN000040464 – Industry Leading Specialty Contractor Offering Demolition and Environmental Services

Location: Northeast United States



Specialty contractor providing true turn-key demolition, environmental services, and project management that minimize costs by reducing the number of subcontractors, providing one focal point of contact, and minimizing scheduling issues.

**Bids Invited**

### Key Aspects

- Highly creative and skilled team with extensive industry knowledge
- Mature yet entrepreneurial business model in a niche market with an impeccable worldwide reputation
- Extensive track record of effective management of the most challenging projects
- Strong company culture with a commitment to its employee's and client's safety

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$6,653	\$1,773	\$538
12/31/2021	Internal	\$15,550	\$3,541	\$2,715
12/31/2022	Internal	\$11,336	\$1,815	\$668
12/31/2023	Internal	\$18,510	\$7,337	\$6,098

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

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**Benchmark International | 10 Lea Ave | Suite 780 | Nashville | Tennessee | 37210 | T: 1 615 924 8950 | F: 1 813 280 9871**

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### Opportunities

- Expand geographic operational area to capture unrealized market share
- Establish a dedicated marketing and sales team to boost sales and brand awareness
- Capture additional wallet share from existing customer base
- Promote Los Prevention System (LPS) and SHIELD safety system to differentiate the company from its competitors

### Headquartered

- Northeast United States

### Current Markets

- The Company primarily serves the automotive, chemical, electrical, industrial, and oil & gas industries

### Real Estate

- The company operates from a 51,000 sq. ft. facility owned by the company. There is room to grow in the current location which is about 70% occupied.

### Shareholder Objectives

- The owner would like to retire and move on to non-related business ventures and is open to various deal structures. The owner is also willing to remain on with new ownership for a transition period if needed.

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