

Opportunity

BN000037106 – Bulk Material Provider of Masonry Sand for Construction Supply Companies Within the Masonry Industry

Location: Southeast US



A bulk materials provider of masonry sand for brick and block construction supply companies. While masonry sand is the primary provision provided, the company also supplies other materials such as gravel, stone, and topsoil.

Bids Invited

Key Aspects

- From 2019 to the trailing twelve months (TTM) ending June 30, 2022, revenue grew at a compound annual growth rate (CAGR) of 7.3%, with gross profit margins averaging 59.4%
- Adjusted EBITDA margins average 17.7% from 2019 to the TTM ending June 30, 2022
- In operation for 20 years
- Focuses primarily on the masonry industry, setting the company apart from competitors within the area
- All materials are sourced locally, allowing for quick and efficient deliveries

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$5,213	\$3,195	\$1,046
12/31/2020	Internal	\$5,038	\$2,972	\$940
12/31/2021	Internal	\$6,270	\$3,687	\$1,062
6/30/2022	TTM	\$6,443	\$3,862	\$917

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

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Opportunities

- Focus on geographic expansion into other states throughout the US, particularly where the construction industry is growing
- Add other products and services offered, such as gravel sales, truck services, and retail sales
- Create a website with search engine optimization (SEO) for greater digital presence
- Focus on expanding the salesforce and marketing team to secure additional orders
- Continue to focus on the masonry industry and its customers
- Increase presence within the retail market

Headquartered

- Southeast US

Current Markets

- The company primarily serves brick and block suppliers and contractors within the masonry industry in Southeast US. The company's main customer base is within the masonry industry, though residential and other commercial markets are also served.

Real Estate

- The company currently operates from an office that is 1,200 sq. ft. and a shop that is 5,000 sq. ft. Both are residing on the same three acres of land. The facilities are leased from an affiliated entity. The owners are open to entering a long-term lease.

Shareholder Objectives

- The company is equally owned by two shareholders, one of which is active in the day-to-day activities of the company. Both shareholders are proud of the company and feel as though a new owner could take advantage of the opportunities the market is presenting.

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