Opportunity

BN000037886 – Industrial and Commercial Electrical Contractor

Location: Northeastern U.S.

BENCHMARK INTERNATIONAL

An industrial and commercial electrical contractor focusing on facilities such as chemical plants, food processors and distributors, machine shops, and manufacturers. Offerings include a wide range of electrical services from milli-volt controls to 35,000-volt substations.

Bids Invited

Key Aspects

- Revenue grew 8.8% from 2020 to the trailing twelve months (TTM) ending August 31, 2022
- Gross profit grew at a compound annual growth rate (CAGR) of 3.5% from 2019 through the TTM August 31, 2022
- Operating history spans over 75 years
- 70% of revenue is based on repeat business
- Well-developed management team and highly trained, licensed electricians

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	$3,698	$1,567	$216
12/31/2020	Internal	$3,352	$1,290	$81
12/31/2021	Internal	$3,567	$1,763	$287
8/31/2022	TTM	$3,880	$1,736	$272

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

William Sullivan
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The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 8138982350 | F: 8132809871

Benchmark International is the trading name of Benchmark International CSSA, LLC

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Opportunities

- Expand geographic footprint to capture larger market share
- Formalize a dedicated marketing strategy
- Capitalize on strong client accounts and reputation
- Grow the company's warranty service model
- Opportunity to expand on a growing market trend with efficient lighting fixture upgrades

Headquartered

- Northeastern U.S.

Current Markets

- Provides service throughout the Northeast U.S., primarily servicing industrial facilities such as chemical plants, food processors and distributors, machine shops, and manufacturers.

Real Estate

- The company operates from a 5,000 sq. ft. facility leased from an unrelated third party. The facility is operating at capacity, with relocation options available.

Shareholder Objectives

- The company is owned by one shareholder who is active in the business. The owner is looking to retire but is willing to stay on for a pre-determined transition period.

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