

# Opportunity

## BN000034032 – Remodeling and New Construction General Contractor Operating in a Rapidly Growing Market

Location: Arizona



**BENCHMARK**  
INTERNATIONAL

A general contracting firm specializing in residential remodeling, simple home repairs, new construction, environmental damage repair, room additions, energy efficiency upgrades, and commercial property improvements. The company projects are 80-90% focused on residential and 10-20% on commercial.

## Bids Invited

### Key Aspects

- Wide array of project capabilities from new construction to restoration and remodels at varying size and scope
- Effective use of BuilderTrend software package for remote communication with clients, monitoring of project milestones with photo records, and efficient budgeting
- A+ rating on the Arizona Better Business Bureau
- Complimentary estimates on all projects by knowledgeable staff

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$1,692	\$507	\$90
12/31/2021	Internal	\$2,883	\$881	\$386
12/31/2022	Internal	\$3,224	\$1,076	\$438
12/31/2023	Internal	\$3,728	\$1,235	\$541

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

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### Opportunities

- Invest in hiring a full-time interior designer for expertise and conduct material procurement
- Further expansion of offerings to all subcontracted services needed at residential or commercial projects
- The region is experiencing rapid growth with high demand for residential and commercial subcontracting services
- Gain new project opportunities from follow up work on executed jobs and client referrals

### Headquartered

- Arizona

### Current Markets

- The company serves as a general contractor focused on several metro locations throughout Arizona for residential and commercial clients.

### Real Estate

- The company operates from a 1,500 square-foot facility in Arizona, which is leased from an unrelated third party and assumable to new ownership.

### Shareholder Objectives

- Ownership is seeking a strategic partner to help the company scale and expand. Ownership expects to assist with future growth for a transition period and eventually make a full exit. Ownership is open to various deal structures to facilitate a transaction.

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