

Opportunity

BN000043927 – Hi-Tech Design Build and Construction Management Company

Location: Northeast United States



The company is a specialized design-build and construction management company that works in the hi-tech, regulated market sectors to deliver state of the art R&D and manufacturing facilities throughout the US. The company regularly gets involved in the early stages of project development with value-added consulting and collaborative engineering services. Yields negotiated contracts on 78% of their work and has a proposal hit rate of approximately 80% over the past 7 years. The company also has in-depth knowledge of hi-tech real estate that makes it unique in the industry.

Bids Invited

Key Aspects

- Proposal win rate of 80%
- Negotiated work - 78%
- Nationwide with several offices located across the country
- Unique method of accurately budgeting in the beginning stages of a project
- Experience in site selection and adaptive repurposing of existing facilities
- Ability to pre-purchase all long lead equipment to avoid supply chain issues and accelerate project delivery
- Experience as a developer, landlord, property manager, facility manager, and design-builder providing a 360 degree view for all capital project objectives

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Consolidated	\$47,727	\$4,582	\$3,104
12/31/2020	Consolidated	\$20,123	\$2,393	\$1,020
12/31/2021	Consolidated	\$70,695	\$5,848	\$3,799
12/31/2022	Internal	\$124,594	\$9,376	\$7,987

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

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Opportunities

- Grow staff and bring in qualified employees to increase the amount of projects the company is able to take on
- Expand into key regional markets by opening more offices at strategic locations
- Develop hiring and training processes in order to bring new employees up to speed faster
- Capture projects in new markets that require complex regulations
- Expand into other hi-tech regulated market sectors that are currently not majority of revenues

Headquartered

- Northeast United States

Current Markets

- Pharmaceutical, biotechnology, medical device, semiconductor, and specialty chemical industries.

Real Estate

- The company operates from 5 offices across the United States. One office is leased from a related party who would entertain entering a long term lease. Each of the other offices are leased from unrelated third parties.

Shareholder Objectives

- The owners would be willing to stay on for up to three years for a transition period but at the same time, they are open and amenable to a full exit, management has senior leaders in place that can run the business. The owners are open to various deal structures.

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