

Opportunity

BM001938 – Premier Electrical & Instrumentation Contractor with Diverse Clientele

Location: Southern U.S.



Established for more than 20 years, the company provides complete construction services for a broad range of small- and large-scale industrial electrical & instrumentation (E&I) projects including new construction, project expansions, retrofitting, upgrades, control panels, emergency temporary power set up, and turnarounds.

Bids Invited

Key Aspects

- Premier E&I contractor in the region with strong brand, reputation, management, and expertise
- Dependable alliances with utility customers with a specialty in high and low voltage work
- Personnel are experts in electrical & power services specific to the industrial and commercial markets
- Diverse client base includes public and private sectors, oil and gas, and chemical
- Emphasis on safety with an Experience Modification Rating (EMR) of .85

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$10,508	\$5,652	\$896
12/31/2021	Internal	\$10,658	\$6,901	\$1,584
12/31/2022	Internal	\$10,816	\$7,155	\$2,020
6/30/2023	TTM	\$9,838	\$6,037	\$1,442

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

Southwest Team (L)
swteam@benchmarkintl.com
(512) 347-2000

The information contained in this document is designed to enable recipients to make a decision whether to investigate the opportunity further. This document does not constitute an offer to sell or a solicitation of an offer to buy securities and 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 further details on this business, please contact Benchmark International by email or phone at the address or number provided. 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.

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Opportunities

- Highly favorable organic growth trajectory without any significant investment required, creating operating leverage for continued profitable growth
- Enter other high demand power & electrical markets including electric vehicle charging
- Expand to serve outside the current geographic market

Headquartered

- Southern U.S.

Current Markets

- The company serves the commercial, chemical, oil and gas streams, grain, pulp and paper, and power industries in the Southern U.S.

Real Estate

- The company operates from a 12,000 square foot facility which is leased from an affiliated entity. The real estate can be included in the sale or leased to new ownership post-sale.

Shareholder Objectives

- Ownership is approaching retirement and seeks a more balanced lifestyle. The two owners are willing to remain with the company for a reasonable transition time to new ownership and are open to various deal structures.

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Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594

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