

Opportunity

BN000031837 – Architecture & Design Firm in California with Recurring Govt Contract Work

Location: Southwest US



The business is an architecture & design firm that is based in California. It serves the commercial and residential markets with a specialty in municipal projects for different counties in California.

Bids Invited

Key Aspects

- Strong reputation in its field of municipal expertise including ADA compliance and sustainable design
- Utilizes highly detailed quality control system during construction administration, significantly reducing the number of change orders during construction
- Many long-term contracts with different government and municipal entities
- Capabilities that include producing comprehensive contract documents that bring bids within budget, performing seamless services during construction, and closing projects within the shortest timeframe possible

Key Indicators

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2019	Tax Returns	\$1,008	\$59
12/31/2020	Tax Returns	\$725	\$12
12/31/2021	Tax Returns	\$887	\$114
12/31/2022	Internal	\$920	\$28

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

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Opportunities

- Expand operations outside of the Los Angeles and Orange county areas
- Bring on additional talent to capitalize on bigger projects
- Focus on increased demand for green designs
- Take advantage of increased residential and commercial construction that were hampered in 2020 due to the pandemic

Headquartered

- Southwest California area

Current Markets

- The firm currently serves a variety of markets within the geographic markets of the local counties. The firm has successfully served both private and public sector clients.

Real Estate

- The firm operates from a 1,400 square-foot office space leased from an unrelated third party. The current lease is set to expire in 2024.

Shareholder Objectives

- The firm's sole owner is looking to retire after a sale. He is open to various deal structures to facilitate a transaction and is willing to remain over a reasonable transition time to new ownership.

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