

# Opportunity

## BN000032526 – Full-Service Residential Plumbing Company

Location: Southeast U.S.



The company is a full-service plumbing company that specializes in all aspects of residential new construction plumbing codes.

## Bids Invited

### Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 11.4% from 2019 through 2022
- Average adjusted EBITDA margin of 8.7% from 2019 through 2022
- 12 years serving the Piedmont Triad (Greensboro-Winston-Salem-High-Point), North Carolina area
- Skilled and experienced labor force with limited turnover

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$1,384	\$913	\$145
12/31/2020	Internal	\$1,514	\$1,050	\$171
12/31/2021	Internal	\$1,580	\$1,072	\$153
12/31/2022	Internal	\$1,912	\$1,261	\$66

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

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### Opportunities

- Hire additional skilled employees, including licensed plumbers, to handle an abundance of project work available in new commercial construction
- Increase marketing efforts in the North Carolina area to increase name recognition and grow market share
- Expand service offerings to capture untapped markets
- Continue to increase workforce and operating capacity

### Headquartered

- Southeast U.S.

### Current Markets

- Southeast U.S.

### Real Estate

- The company operates from a 2,700 sq. ft. facility, which is owned by a related party. The owner is not interested in selling the building but will entertain entering into a long-term lease.

### Shareholder Objectives

- The company is wholly owned by its founder, who is seeking a full sale of his business. The owner believes the company faces significant growth opportunities in the industry. He is willing to stay on for a transition period.

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