

Opportunity

BM007640 – General Contractor Offering Various Restoration and Construction Management Services

Location: Southeast US



The company contains two entities that are licensed general contractors, both of which offer services such as concrete restoration, construction management, and waterproofing.

Bids Invited

Key Aspects

- Revenue for entity 1 has averaged \$38.5 million from 2019 to 2021
- Established more than 30 years ago with a strong industry reputation
- As of November 2022, both entities have completed over 3,000 projects and have worked with more than 500 different clients
- Management notes that both entities have an experience modification rating (EMR) of less than 1.0
- Management notes that no revenue from government clients is derived from set aside statuses

Financial note: YTD financials are subject to year-end adjustments not yet calculated by the company's accountant.

Key Indicators

ENTITY 1				
Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Reviewed	\$40,137	\$3,484	\$1,032
12/31/2020	Reviewed	\$41,263	\$4,407	\$1,550
12/31/2021	Reviewed	\$34,292	\$3,032	(\$145)
6/30/2022	YTD	\$17,519	\$4,282	\$2,800

ENTITY 2				
Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Tax Return	\$5,377	\$683	\$353
12/31/2020	Tax Return	\$8,100	\$1,246	\$569
12/31/2021	Tax Return	\$2,136	\$682	(\$207)

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

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Opportunities

- Continue branching into the multi-family private sector to diversify revenue streams and capitalize on the growing industry sector
- Streamline processes to increase speed and efficiency to obtain more customer accounts and increase profit margins
- Focus on obtaining additional restoration projects to increase the number of repeat clients

Headquartered

- Southeast US

Current Markets

- The company currently serves the commercial market, with clients including universities, multifamily buildings, properties managers, private developers, healthcare facilities, and government agencies.

Real Estate

- The company operates from two operating facilities totaling 14,300 sq. ft. One of the facilities is leased from an affiliated entity, while the other is leased from an unrelated third party. The facility owned by an affiliated entity is not expected to be included in the sale, though management is open to entering a long-term lease with new ownership.

Shareholder Objectives

- The company is equally owned by two shareholders who are wanting to begin planning an exit strategy. Both owners are willing to remain with the company to facilitate a smooth transition to new ownership.

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