

# Opportunity

## BN000042238 – Preferred General Contractor Specializing in Commercial Construction

Location: Midwest and Southeast U.S.



The company is a general contractor specializing in tenant buildout and remodeling of new and existing commercial locations. The company is a preferred contractor of a dedicated portfolio of clients that operate in industries such as retail, medical, dental, and warehousing.

## Bids Invited

### Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 7.9% from 2019 to 2022
- Average Gross Profit (GP) margin of 11.7% between 2019 and 2022
- Licensed to complete construction projects in 45 states
- Private contract bidding through its preferred contractor status and master contracts with portfolio companies
- Strong reputation for high-quality services
- The company completes repeat projects for its clients, streamlining the construction and billing process

### Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Gross Profit '000 | Adj. EBITDA '000 |
|---------------|----------------|--------------|-------------------|------------------|
| 12/31/2019    | Internal       | \$17,009     | \$2,095           | \$852            |
| 12/31/2020    | Internal       | \$8,551      | \$1,396           | \$370            |
| 12/31/2021    | Internal       | \$14,294     | \$1,394           | \$519            |
| 12/31/2022    | Internal       | \$21,339     | \$1,829           | \$812            |

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

**Paul Manry**  
[pmanry@benchmarkintl.com](mailto:pmanry@benchmarkintl.com)

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.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC

# Opportunity

## BN000042238 – Preferred General Contractor Specializing in Commercial Construction

Location: Midwest and Southeast U.S.



### Opportunities

- Expand capacity to be able to accept more projects from the client portfolio pipeline
- Increase regional presence and target additional long-term clients
- Integrate a dedicated marketing team that can reach and acquire new clients to add to the company's portfolio

### Headquartered

- Midwest and Southeast U.S.

### Current Markets

- The company provides general contracting and project management services to various industries, most notably medical and retail sectors. The company is licensed for construction in 45 states.

### Real Estate

- The company operates from a 4,800 sq. ft. facility owned by the owner, as well as a 780 sq. ft. facility leased from an unrelated third party located in the Midwest and Southeast, respectively. There is room to grow in the Midwest location. The owner is open to several options concerning the real estate.

### Shareholder Objectives

- The company is wholly owned by the founder and president. Ownership is looking for a complete sale of the company and would like very little management responsibility post-sale. Other employees in management will stay on for up to a year post-sale for a transitional period.

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.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC