

# Opportunity

BN000040671 – Structural Engineering Firm

Location: Southeast US



The company is an engineering consulting firm specializing in structural engineering and construction administration of mid to high rise buildings. The company’s services include the design, inspection, and evaluation utilizing highly experienced personnel.

## Bids Invited

### Key Aspects

- The company’s revenue and gross profit (GP) grew at compound annual growth rates (CAGRs) of 20.9% and 25.8%, respectively, from 2020 through the trailing-twelve-months (TTM) ending May 31, 2023
- Unbilled projects in progress of \$8.67 million as of June 2023
- The company’s average adjusted EBITDA margin was 12.8% from 2020 through 2022
- The company has no long-term debt as of May 31, 2023
- Client acquisition is primarily through reputation and referrals from past clients

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,666	\$1,255	(\$16)
12/31/2021	Internal	\$3,643	\$2,136	\$814
12/31/2022	Internal	\$3,921	\$1,959	\$654
5/31/2023	TTM	\$4,220	\$2,186	\$949

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

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## Opportunities

- Capitalize on the company's 23 inspection projects as of June 2023
- Expand service offerings across the US and internationally
- Capitalize on expert witness services
- Utilize marketing efforts to increase client acquisition
- Expand into government and industrial projects
- Capitalize on current inspection service contracts

## Headquartered

- Southeast US

## Current Markets

- The company offers structural design consulting services in the Southeast US. Industries served include residential, commercial, hospitality, office, and historic restoration.

## Real Estate

- The company operates from a 3,000 sq. ft. facility leased from an unrelated third party. The company migrated to a remote workforce in 2020 following the COVID-19 pandemic. There is room to grow in the current facility, and the company is relocatable.

## Shareholder Objectives

- The company is owned by two active shareholders. Both owners are seeking retirement but are open to a transitional period following a sale.

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