

# Opportunity

## BN000039580 – Commercial Design-Build General Contractor

Location: Southeast US



The company is a commercial construction company specializing in design-build negotiated contracts. It primarily completes low-rise commercial projects.

## Bids Invited

### Key Aspects

- Revenue grew at a compound annual growth rate (CAGR) of 58.7% from 2020 through the trailing-twelve-months (TTM) ending April 30, 2023
- Approximately 95% of revenue is derived from complete turn-key construction and the remaining 5% from design services
- As of July 2023, the company has \$0.4M remaining to be billed on projects
- With an outstanding reputation of 38 years, the company leverages customer referrals as its most significant sales channel
- Strong alliances with its pool of subcontractors and dedicated longtime employees

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$4,569	\$712	\$238
12/31/2021	Internal	\$4,935	\$2,208	\$1,656
12/31/2022	Internal	\$11,559	\$2,086	\$1,416
4/30/2023	TTM	\$13,132	\$2,580	\$1,889

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

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## Opportunities

- Continue to expand geographic market across the Southeast US
- Increase field employee capacity to support and engage in additional projects
- Implement an advertising and marketing plan to build its brand awareness with commercial customers
- Expand on storefront product offerings to better serve commercial customers

## Headquartered

- Southeast, US

## Current Markets

- The company primarily serves commercial customers in the metro Atlanta and the suburbs of the Southeast, US.
- The company performs projects across various low-rise building types including parks/recreation, religious establishments, schools, offices, and warehouses.

## Real Estate

- The company operates from a 1,500 sq. ft. facility used as an office.
- The facility is leased from an unrelated third party.

## Shareholder Objectives

- The company is equally owned by two shareholders who are looking to retire.
- They are willing to remain with new ownership for a predetermined transition period.

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