

Opportunity

BM020260 – Prime Roofing and Maintenance Services Contractor

Location: Southeast US



The company is a well-established business. The company engages in multiple facets of commercial roofing projects including new construction, re-roofing, and maintenance related services. The company specializes in low-slope systems and also offers sheet metal services through its established network of licensed sub-contractors and its in-house fabrication shop.

Bids Invited

Key Aspects

- Performed projects in excess of \$2M
- \$29.9M of secured backlog as of April 2023
- Operating history spans over nearly four decades
- Repeat work accounts for 90% of revenue
- Strong long-term relationships with clients exceeds 20 years
- Known for quality and service

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Audited	\$26,655	\$3,272	\$1,534
12/31/2020	Audited	\$23,548	\$2,452	\$784
12/31/2021	Audited	\$26,885	\$3,298	\$1,749
12/31/2022	Audited	\$39,128	\$4,220	\$2,823

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

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Opportunities

- Deploy marketing strategies and update the website to drive incremental sales
- Expand geographic footprint
- Option to target residential sector projects to increase market share
- Expand repair division

Headquartered

- Southeast US

Current Markets

- Southeastern United States

Real Estate

- The company operates from a 12,200 sq. ft. facility leased from an affiliated entity. The operating facility totals approximately 16,200 sq. ft. of commercial space. The property is not included in the sale.

Shareholder Objectives

- The company is owned by five shareholders total. Three are active. The remaining two owners are retired. The remaining three are willing to stay on with the new ownership after the sale.

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