

Opportunity

BN000040655 – Structural Steel Fabrication and Erection Company

Location: Southeast, US



The business offering consists of a structural steel fabrication and erection company that specializes in providing structural steel, steel embed plates, and installation services for commercial construction and restoration projects.

Bids Invited

Key Aspects

- From 2020 through the trailing-twelve-months (TTM) ending May 31, 2023, the primary entity's revenue grew at a compound annual growth rate (CAGR) of 49.7%
- From 2020 through 2022, gross profit margins averaged 18.1%
- In operation since 2003
- Management notes that approximately 70% of 2022 revenue originated from repeat clients
- According to management, as of December 2022, the current outstanding balance of open projects is \$2.9 million

Financial Disclaimer: Financial results for both entities have not been combined due to intercompany transactions. Revenues and costs are subject to intercompany transfers not identified.

Key Indicators

Primary Entity

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,472	(\$642)
12/31/2021	Internal	\$4,595	\$235
12/31/2022	Internal	\$7,952	\$1,231
05/31/2023	TTM	\$6,549	\$957

Secondary Entity

Period Ending	Revenue Source	Revenue '000	Adj. EBITDA '000
12/31/2020	Internal	\$377	(\$136)
12/31/2021	Internal	\$492	(\$97)
12/31/2022	Internal	\$611	(\$4)
05/31/2023	TTM	\$418	(\$0)

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

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Opportunities

- Increase marketing efforts for steel embed plates to capitalize on the high margins this revenue stream provides
- Add qualified personnel to increase the capacity to handle additional clients
- Opportunity for new ownership to capitalize on the increased growth in the building and construction industry throughout the Southeast, US
- Expand into new regions throughout Florida and across the US to service new geographies and clients

Headquartered

- Southeast US

Current Markets

- The company primarily serves clients within the construction management, steel fabrication, general contracting, commercial construction, and concrete industries throughout its local and regional market.

Real Estate

- The company operates from a 14,400 sq. ft. facility, which is 100% owned by the company's owners. The facility serves as an office space, fabrication shop, and storage facility. Management notes the facility will not be included in the sale and that the business is relocatable.

Shareholder Objectives

- The company is owned by a husband and wife team with a 51/49 split that are seeking retirement. Both are willing to remain with the company for a predetermined period to facilitate a smooth transition to ownership.

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