

Opportunity

BN000048451 – Project and Construction Management Company

Location: Mid-Atlantic, US



BENCHMARK
INTERNATIONAL

The Company is a 21-year-old firm that performs project and construction management services. Services include Office Tenant Improvement (TI), Ground-up Construction, and Project and Construction Management of mission-critical facilities and data centers. The Company is a General Service Administration (GSA) schedule holder as a Certified Small Business (CSB) and holds several GSA contracts.

Bids Invited

Key Aspects

- Average gross profit (GP) margin of 78.1% from 2020 through 2022
- Adjusted EBITDA grew at a compound annual growth rate (CAGR) of 113.0% from 2020 through the trailing twelve months (TTM) ending September 30, 2023
- The Company has CSB contracts representing approximately 21% of revenue in the TTM ending September 30, 2023; management estimates 44% of revenue to be generated from CSB contracts in 2024
- According to management, as of October 31, 2023, the Company has approximately \$6.4M of projected billings by year-end 2024, of which \$1.4M are secured

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$3,690	\$2,780	\$119
12/31/2021	Internal	\$2,473	\$1,978	(\$38)
12/31/2022	Internal	\$1,756	\$1,389	\$76
9/30/2023	TTM	\$3,383	\$2,263	\$954

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

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Opportunities

- Leverage existing solutions to continue expansion into the federal government market and capitalize on the government set-aside funding for small business status
- Expand the team with strategic hires to diversify experienced personnel and facilitate growth
- Continue to expand geographically to reach new markets and increase market share

Headquartered

- Mid-Atlantic, US

Current Markets

- The Company serves the commercial and federal & state government in the Mid-Atlantic region of the US.

Real Estate

- The Company operates on a fully remote bases with no real estate being owned or leased by the Company.

Shareholder Objectives

- The Company is owned by a single shareholder who would like to pursue retirement. The owner is willing to remain with the Company for a predetermined period to facilitate a smooth transition to new ownership.

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