Confidential Seller Profile

#6D207 Commercial Construction Subcontractor

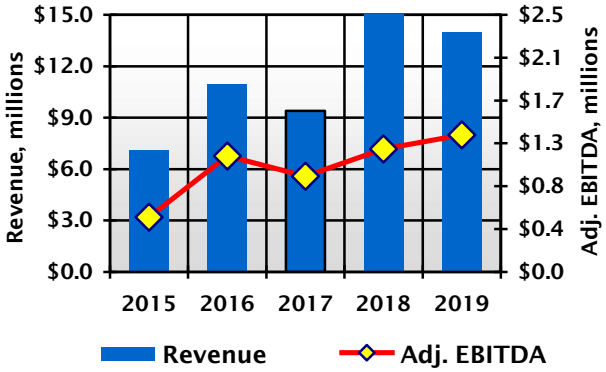
Location: Southwestern U.S.

Transaction terms and structure to be proposed by purchaser.

2019 Proj. Revenue (*FYE 3/31/19*):	$14,000,000
2019 Proj. EBITDA (*FYE 3/31/19*):	$ 1,333,971
Real Estate (est. FMV):	$ 650,000

Acquisition Highlights

- High quality, diverse customer base of major general contractors
- Long-standing customer relationships with ~ 80% of business from repeat customers
- 30-year reputation for superior work and timely, accurate bids
- Well positioned for expansion into new markets
- Limited competition in primary markets – lack of firms with the experience and expertise to complete large scale commercial jobs
- Strong, consistent project backlog. Currently $16M.
- Bonded contractor with reviewed financials



The Company is a leading commercial construction subcontractor with an established, long-term customer base of general contractors. Drywall and exterior services (including metal-stud and load bearing framing) account for the majority of the Company's revenue. The business is one of only a select few in its market with the ability to manage large scale commercial jobs. Timely/accurate bids and superior work have resulted in lasting relationships with general contractors and a current project backlog of approximately $16,000,000.

The firm's employee base, customer list, experience, and reputation have it well positioned for potential expansion into new markets and for ongoing revenue growth.

Business Synopsis	
Reason for sale:	Retirement
Business format:	C-Corporation
Facilities:	Owned (~ 7,800 sq. ft.)
Employees:	170 current (project based)
Work force:	Non-Union

Adj. Balance Sheet	as of 9/30/18
Current assets:	$ 4,171,108
Fixed assets (less depreciation):	$639,354
Total assets:	$4,810,462
Total liabilities:	$1,919,750
Shareholder's equity (est. FMV):	$2,890,712

Operating History	2016	2017	2018	2019 (est.)
Gross revenue	$ 10,921,842	$ 9,398,987	$ 15,283,589	$ 14,000,000
Gross profit	$ 2,157,453	$ 1,951,830	$ 2,284,339	$ 2,866,832
Adjusted EBITDA	$ 1,126,999	$ 931,529	$ 1,195,769	$ 1,330,971

Detailed information on this seller is available to principals only. Contact IBG to provide indication of financial qualification and execute IBG's Confidentiality Agreement. For information, contact:
Bill Thode at 303-785-0538 or bthode@ibgbusiness.com or Tim Atwell at 303-758-0374 or tatwell@ibgbusiness.com

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IBG Business
www.ibgbusiness.com
4643 South Ulster Street, Suite 1485
Denver, CO 80237
tel: 303.758.4000
fax: 303.758.6300

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