

# AVAILABLE FOR ACQUISITION

Targeting Industry Buyers and Financial Groups with Related Holdings

## Growing Regional Structural Construction Business

2018 REVENUE Est:

**\$64,000,000**

2018 EBITDA Est:

**\$7,000,000**

The Company operates as a structural contractor, specializing in the construction of foundation and shell structures for commercial, industrial, and residential condominium projects, throughout the Southeastern US.

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| ◆ <b>Strong Customer and Supplier Relationships</b> | ◆ <b>Deep Management Team in Place</b> |
| ◆ <b>Historical Sales and Earnings Growth</b>       | ◆ <b>Significant Bonding Capacity</b>  |

**Strong Customer and Supplier Relationships:** The Company has strong ties to clients due to its reputation for timely delivery and excellent customer service. This commitment is represented in its average top customer relationship of 9 years and the strong rate of repeat business, 90%. The Company's reputation has also allowed it to maintain long lasting relationships with its suppliers. The Company's relationship with subcontractors and distributors in its market has allowed the Company reduce delays and consistently hit target dates for its clients.



**Management Team in Place:** The Company has a deep management bench including a Chief Operating Officer, several superintendents and project managers. This management team is very experienced and is expected to continue with the business post close.

**Historical Sales and Earnings Growth:** The Company's sales have grown significantly over the historical period. Sales have increased over the historical period by a CAGR of 18.9%. Over the historical period the Company has also experienced strong growth in gross profit and earnings margins. Achieving 17.9% gross margin and 15.3% EBITDA margin in 2017.

**Significant Bonding Capacity:** The Company's bonding capacity is \$50 million, single job, and \$110 million in aggregate. The Company's bonding capacity allows it to bid competitively on projects for clients large and small.



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**Client # 62258**  
**Confidentiality Link: [NDA 62258](#)**

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