

AVAILABLE FOR ACQUISITION

Structural Concrete Contractor

Southern California, US

Non-Disclosure Agreement Link: NDA 62732	2020 Est. Revenue \$19.5 million	2020 Est. EBITDA \$4.5 million
---	--	--

Investment Highlights:

- ***Superior Name and Excellent Reputation***
- ***Backlog of Signed Contracts (>\$15 million)***
- ***One-Stop Shop for Concrete Work***
- ***Strong Client Relationships***
- ***Established Blue-Chip Customers***
- ***Proprietary Expertise***



Located in the San Diego county, the Company is a licensed structural concrete contractor. The Company is full service concrete contractor providing designs build, structural podium and parking structure, slab and footings and lightweight concrete services. In 2019, management estimates the breakdown of revenue was: Structural Concrete Walls and Decks (37% of sales), Concrete Tilt Up (34%), and Concrete Slab and Footings (29%). The Company's clients primarily consist of general contractors (approximately 95% of annual revenue) located in Southern

California. In 2018, management estimates the breakdown of industries served was: Private (38%), Military (38%), Schools (13%), and Public (11%). The Company's customer base includes 40 active accounts and management estimates that 71% of revenue is derived from repeat business. The Company experienced great growth recently and its current backlog of work is \$15 million, with little effect due to COVID-19.



Cole Preston

Senior Vice President

Ph: (949) 209-8744

cpreston@generational.com

Client #62732

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Equity and while believed to be correct has not been verified. Accordingly, Generational Equity makes no representations or warranties as to the accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Equity shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Equity of this document. At all times Generational Equity and its affiliate network members is an agent for the seller and not for the buyer. **Generational Equity's fees are paid by the seller.**