

ACQUISITION OPPORTUNITY

COMPANY OVERVIEW



- The Company has been operating in the **Construction Industry** for decades, specializing in healthcare, controlled atmosphere agricultural buildings, and unique structures.
- Its skilled employees have never missed a deadline, ensuring client satisfaction.
- The majority of the Company's projects come from repeat clients, word-of-mouth, and close relationships between the Company's owners and architects.
- Projected 2023 sales are \$18 million.

SERVICES



Comprehensive commercial building services include:

- Design / Build Services
- Pre-Construction Services
- General Construction Services
- Self-Performed Work

GROWTH OPPORTUNITIES



- **Expanding the Team** – by hiring additional personnel, the Company will be able to take on many more projects.
- **Geographical Expansion** – the Company has successfully operated outside the current area of operations, but has determined that at its current size, expansion is not a desirable option.
- **Diversification of Services** – the Company may consider expanding its range of services to cater to a broader client base.
- **Investing in Technology and Innovation** – staying abreast of technological advancements can provide a competitive edge.

COMPETITIVE EDGE



The Company's strength lies in its adherence to common-sense business fundamentals, which are fundamental principles widely recognized in the industry:

- **High-Quality Work** – the Company ensures all projects are finished with the highest quality.
- **Completing Jobs on Time** – unlike many of its competitors, the Company has never missed a deadline.
- **Exceptional Client Service** – the Company prides itself on achieving what was once deemed impossible.
- **Excellent Reputation** – most of the Company's clients come from referrals, demonstrating the business' praiseworthy market reputation.
- **Highly Professional Employees** – known for their extensive expertise in the field of construction and committed to diligently making the necessary sacrifices in order to meet project deadlines.

COMPANY CORE VALUES



- **Integrity** – the Company's commitment to unwavering integrity ensures transparent and ethical conduct in all endeavors, fostering trust among stakeholders and ensuring a solid foundation for sustained success is established.
- **Quality** – *"If a job is worth doing, it is a job worth doing right."* This philosophical stance has remained steadfast since the inception of the Company and continues to endure as a guiding principle in the present day.
- **Enjoyment** – the Company's engagement in the Construction Industry is driven by the genuine passion of its owners for the art of building. To achieve success, it is imperative that this inherent enthusiasm be effectively conveyed to the Company's esteemed clientele.

FINANCIAL SUMMARY

| | 2019 | 2020 | 2021 | 2022 |
|--------------------|--------------------|--------------------|--------------------|--------------------|
| REVENUES: | \$15,890,639 | \$9,681,204 | \$18,146,070 | \$13,131,370 |
| COGS: | (\$13,909,779) | (\$8,488,954) | (\$15,905,935) | (\$11,829,092) |
| GROSS PROFIT: | \$1,980,860 | \$1,192,250 | \$2,240,135 | \$1,302,272 |
| ADJUSTED EXPENSES: | (\$1,068,537) | (\$1,050,569) | (\$1,082,433) | (\$852,469) |
| ADJUSTED EBITDA: | \$912,323 | \$141,681 | \$1,157,702 | \$449,803 |

For more information, please contact:

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