

Available for Acquisition #211104

Fast-Growing Precast & Steel Builder

The Company works on mid-sized to large buildings and has built a tradition of excellence and quality since it was founded. It works on a wide range of projects, from parking garages, to schools and hospitals, to data centers and other niche projects. The Company covers extensive territory in numerous states in the West. The Company has created a proprietary precast installation process that enables it to work more quickly than other builders, staying on schedule and budget, while maintaining the highest quality.

Investment Highlights

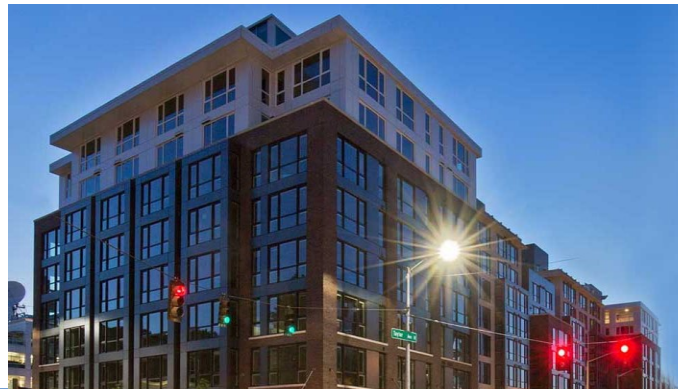
- **PCI Certified.** The Company is certified by the Precast and Prestressed Concrete Institute, meaning it is able to erect complex structural systems and architectural grade precast cladding systems. The Company is undergoing a similar process for its steel side of the business, as well.
- **Fast Project Completion.** The Company has a track record of keeping projects on schedule and precise. The Company has an on-time performance rate of 98%.
- **Theory of Constraints.** The Company applies the Theory of Constraints to its business model, which delivers fast throughput, decreased inventory, less work in progress, and meaningful improvements to the bottom line.
- **Experienced Team.** The Company has more than a century of combined experience in precast and ironworking, therefore, it knows how to approach projects of all sizes, from storage facilities to multi-story hotels. The Company's team is dedicated to quality, efficiency, and safety.
- **Loyal Customers.** The Company's clients are a broad group of companies with a 90% repeat business rate.

Growth Opportunities

- **Expand Into New Hybrid Building Technology.** The Company aims to be the leader in the new hybrid building technology in the U.S.
- **Solar Power Infrastructure.** Many states are working on solar power infrastructure, and the Company plans to be at the forefront of the structural steel components of those.
- **Geographic Market Expansion.** Due to the Company's extensive licensing, it can expand into virtually any state in the Western United States.

21% Gross Margin in 2020 compared to industry average of 18%.

7% Compound Annual Growth Rate over the last 4 years.



Available for Acquisition #211103

Summary Financial Information

	2018	2019	2020	2021E
Sales	\$9.75M	\$14.35M	\$11.74M	\$11.35M
Gross Profit	\$2.27M	\$2.07M	\$2.41M	\$2.76M
EBITDA (adj.)	\$0.94M	\$0.66M	\$0.83M	\$0.83M

Contact Information

For more information, please contact:
ACT Capital Advisors, LLC
7525 SE 24th Street, Suite 630
Mercer Island, WA 98040

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to:



Paul Hajek
Managing Director
phajek@actcapitaladvisors.com
(208) 963-5750



Madison Brown
Associate
mbrown@actcapitaladvisors.com
(425) 501-8406