

Available for Acquisition #310555

Premier Commercial Glazing & Installation Company

ACT Capital is pleased to offer for acquisition a leading commercial glazing and installation company located on the West Coast. The Company can handle all glazing, door, and hardware projects of varying scope. Additionally, it is the only firm in its local marketplace to have a dedicated service team. Its core competencies are commercial construction; tenant improvement and small construction projects; and commercial door and hardware sales and installations.

Investment Highlights

- **Large Market Share.** The Company has a local market share of almost 70% based on competitive bid analysis. Most local competitors are significantly smaller and do not have the technical competence or bench strength to bid on complex systems or large jobs. Its larger competitors cannot compete in terms of quality and price.
- **Systemized Operations.** The Company has consistent and disciplined protocols for its estimating, service, and project management teams in order to reduce errors, confusion, and chaos.
- **Blue Chip Partnerships.** The Company has partnered with some of the largest construction material supply companies in the region, resulting in the best discounts and ability to ask for special favors.
- **Strong Team & Company Culture.** The Company has fostered a team of positive and cooperative players. The team is experienced, with an average industry experience of 7 years across employees.
- **Positive Reputation.** The Company is seen as the best in its market, so local architects reach out for consulting advice in the design development phase for constructability, product selection, and budgeting. At bid time, it has an advantage due to its pre-knowledge of the project and the goodwill from help provided.

Growth Opportunities

- **Physical & Geographic Expansion.**
- **Expand Current High-End Residential Line of Business.**
- **Expand Current Commercial Line of Business.**
- **Develop New Lines of Business.** The Company can expand into residential, B2B, and institutional services.
- **Strategic Sales & Marketing Initiatives.** The Company can develop exclusive partnerships, host events to boost recognition, & obtain special certifications.

14% Profit Margin in 2021 compared to 4.6% industry average.

20% Revenue Growth in 2021.



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Summary Financial Information

	2019	2020	2021	2022E
Sales	\$8,513,846	\$8,168,957	\$9,774,622	\$9,950,000
Gross Profit	\$3,030,110	\$2,910,851	\$3,003,881	\$3,092,460
EBITDA (adj.)	\$1,776,874	\$1,460,092	\$1,321,929	\$1,228,037

Contact Information

Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to Greg or Madison with a written request to receive the Confidential Information Memorandum (CIM).

NDA and CIM requests should be submitted to:



Madison Brown

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