

Available for Acquisition #211203

Commercial Glazier Located in a Major U.S. West Coast City

ACT Capital Advisors is pleased to make available a Commercial Glazier, located within a major US West Coast city.

Investment Highlights

- **Revenue and Profit Growth:** During the 5 years 2015-2020, Revenue grew at an annual rate of 29%, Operating Income (adj.) grew at an annual rate of 21%.
- **Continuously increasing EBITDA and Cash Flow:** Adjusted EBITDA in the years 2015-2020 grew at an annual rate of 19%. Free Cash Flow (adj.) grew at an annual rate of 15%.
- **Sustained Profitability During COVID 19.** The Company overcame a slow start to the year due to state-wide construction shutdowns. Through their bidding and estimating processes as well as efforts in the field, the Company improved operating margins, helping them end the year strongly.
- **Local Market:** The business is located within what can be considered a very strong, if not one of the strongest commercial real estate construction markets in the country. Despite the pandemic, its growth has continued. Demand for leased commercial office space is even higher than it was going into the pandemic.
- **Turnkey Operations:** Over the last decade, the Company has built a self-sustaining team of key managers, systems, and processes that will allow a new owner to step in and continue the success of the Company.
- **Established Presence / Reputation:** The Company is well known as a locally owned business, having an excellent reputation among the local construction community. They deliver and install on time, without problems, and within budget.
- **Low Cash Reinvestment Rate:** Due to the nature of the business, large amounts of capital expenditures are not required regularly to maintain current operating levels.

Financial Performance and Projected Highlights of Company:

	2019 CPA Review	2020 CPA Review	2021 Forecast	2022 Forecast	2023 Forecast
Sales	\$6,108,434	\$6,023,365	\$5,500,000	\$6,380,000	\$7,400,800
Gross Profit	\$1,389,032	\$1,474,146	\$1,437,581	\$1,656,972	\$1,911,575
EBITDA (adj.)	\$1,013,688	\$961,044	\$945,146	\$1,138,903	\$1,366,128

Available for Acquisition #211203

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:



Gary Gessel
Managing Director
ggesselactcapitaladvisors.com
Phone: (253) 380-0957



Dan Nicklaus
Vice President
dnicklaus@actcapitaladvisors.com
Phone: (206) 920-5832