



ACT
CAPITAL
ADVISORS

Pacific Northwest Commercial & Residential Roofing Contractor

ACT Client #221804

Available for Acquisition

Company Overview

ACT Capital Advisors is pleased to offer one of the Pacific Northwest's largest Commercial & Residential Roofing Contractors for acquisition. The Company offers comprehensive Installation, Inspection & Repair, and Maintenance services to Commercial, Industrial, and Residential clients. In business for more than thirty years, the Company has built a strong reputation in the region for quality craftsmanship and as a great place to work.

Transaction Rationale: The Company's founder has owned and operated the business for more than thirty years and is approaching retirement age. ACT has been retained to assist in identifying a suitable acquirer for the Company that will honor the Company's legacy and steward the business and its employees into their next chapter. The Seller is open to a reasonable transition period between 12-18 months to facilitate a smooth operational transition.

Investment Highlights

Well-Established Regional Footprint: Established in the 1980s, the Company is a leader in the Pacific Northwest's roofing community. Founded by a native of the region, the Company has grown a four-person team into one of the area's largest roofing contractors.

Full-Service Residential & Commercial Roofing: The Company is a one-stop roofing shop, with dedicated Residential, Commercial & Industrial, and Sheet Metal divisions. The Company has deep expertise designing and installing a broad range of roofing systems but specializes in Flat & Low Slope and Pitched roof structures.

Broad, Deep Materials Expertise: The Company's team is expert at helping customers select the most effective roofing materials, given their unique climate, roof structure, and budget. Available roofing materials include single-ply membrane, metal, composition shingle, wood shake & shingle, tile & slate, and built-up roofing (BUR) membrane. The Company is a Certified Installer for most major manufacturers, including Carlisle, Firestone, GAF, Sika Sarnafil, and Taylor Metal Products.

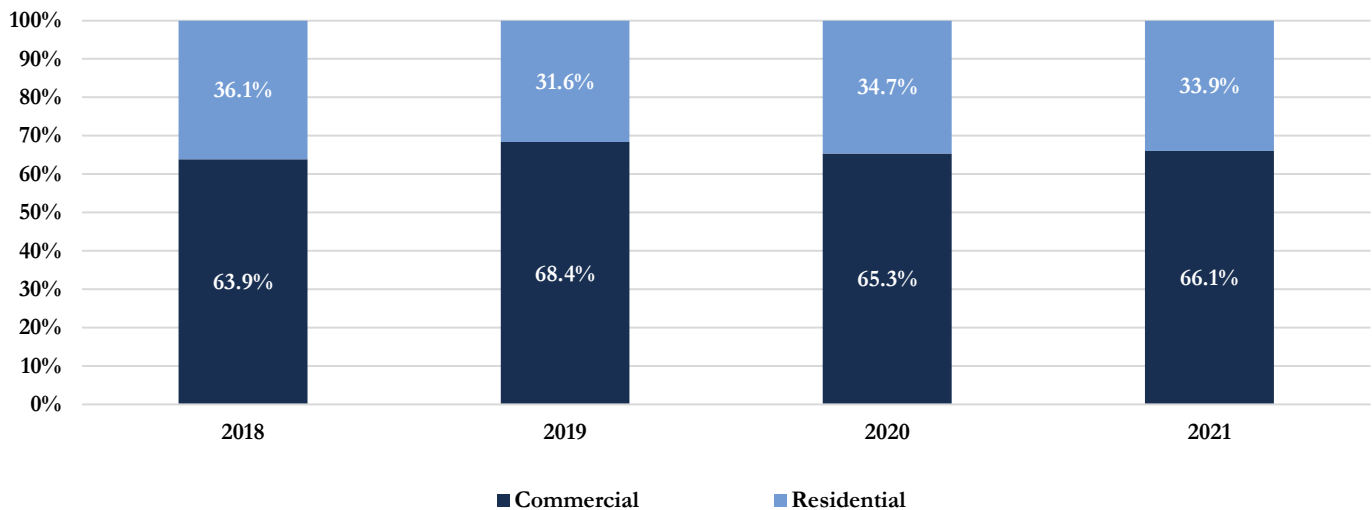
Deep, Tenured Management Team: The Company has a strong management team in place that will ensure operational continuity post-closing. The Company's core team of eight operational managers have 214 combined years in the roofing industry and an average tenure with the Company of approximately 27 years.

Diversified Revenue Streams: The Company's primary revenue stream is its Commercial & Industrial division, which contributed 66.1% of FY2021 total revenue. Volatility in the commercial market tends to be offset by steady, reliable demand for residential services.

Strong Project Backlog: The Company's current backlog consists of 258 projects with contract values totaling \$3.8 million. There is no significant client or revenue concentration, and no project exceeds \$1.0 million in contract value.

Exceptional Safety Record: The Company invests heavily in front-end safety programs and has implemented rigorous safety plans and employee trainings, using the most advanced safety equipment available. All employees are OSHA trained, and complete courses on ladder and scaffold safety, to fall prevention, and hazardous materials awareness. The Company's Experience Modification Rating (EMR) score is 0.75.

Revenue Mix: Commercial versus Residential



Financial Information (Historical & Pro-Forma)

FYE 12/31	2018	2019	2020	2021	2022E	2023E
Revenue	\$14.9MM	\$12.3MM	\$10.9MM	\$11.5MM	\$12.4MM	\$13.2MM
Gross Profit <i>Margin</i>	\$4.7MM 31.8%	\$4.7MM 37.9%	\$4.0MM 36.7%	\$2.8MM 24.3%	\$4.4MM 35.4%	\$4.7MM 35.4%
Adj. EBITDA <i>Margin</i>	\$2.6MM 17.7%	\$2.7MM 22.2%	\$2.1MM 19.3%	\$1.5MM 13.1%	\$2.0MM 16.2%	\$2.2MM 16.4%

Contact Information & Next Steps

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”).

NDA’s and CIM requests should be submitted to Michael Seeley, ACT Vice President.

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