



Available for Acquisition

Western US Commercial Acoustical Ceiling Installation Contractor(s) Client #211201, Client #211202

ACT Capital Advisors is pleased to make available two separate companies, in the same industry, but with contiguous geographies. Together, they cover the state in which they are located. Each company may be purchased separately, or both may be purchased concurrently. Those interested will receive two separate CIMs or you may request a CIM for only one of the two companies. The highlights below fairly represent both companies. The Financial Performance shows combined metrics.

Highlights for Combined Companies:

- **Revenue and Profit Growth:** From 2016-2020 Revenue grew annually at a rate of 17.4% (CAGR); while Operating Profit (adj.) grew at a rate of 38.6% in the same timeframe. EBITDA (adj.) grew at a rate 33.6%
- **Continuous Margin Improvement:** During the period 2016-2020 Operating Margins % (adj.) grew at a rate of 18.1% (CAGR); EBITDA % (adj.) margin grew at a rate of 13.9%
- **Sustained Profitability During COVID 19.** Both companies weathered the pandemic well. Through their bidding and estimating processes as well as efforts in the field, both companies maintained operating margins, helping them end the year strongly.
- **Backlog Pipeline:** Backlog is strong with a high expectation for continued margin growth.
- **Scalable Business Model:** The business models are proven and scalable for increase within local markets as well as potential geographical expansion.
- **Turnkey Operations:** Over the last decade, the companies have built self-sustaining teams of key managers, systems, and processes.
- **Established Presence / Reputation:** Both Companies are well known as locally owned businesses, having excellent reputations among the local construction community. This is especially true regarding larger, more complex projects. They deliver on time, without problems, and within budget.
- **Large Customer Base:** Granular revenue base, no concentration is above 20% of sales 2015-2020.
- **Quality Brand Representation:** Both companies represent the market dominant provider of the product they install. This allows them great financial operating flexibility in bids and job execution.
- **Flexible Transition:** Both CEOs/owners are willing to remain short-term or provide transition training for new management based upon acquirer's preference.

Financial Performance Highlights of Combined Companies:

Joint Financial Performance						
	2018- Rev	2019-Rev	2020-Rev	2021-Coprep	2022 E.	2023 E.
Revenue	\$16,020,567	\$20,882,353	\$23,969,580	\$19,038,837	\$26,008,215	\$29,043,307
Gross Profit	\$3,601,996	\$4,648,976	\$5,235,163	\$4,954,104	\$5,648,298	\$6,313,229
Adjusted EBITDA	\$1,478,802	\$2,414,133	\$2,791,791	\$2,771,701	\$3,175,712	\$3,579,132

REPRESENTED BY GARY GESSEL, MANAGING DIRECTOR

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