



Acquisition Opportunity

CONSTRUCTION TILT-UP SERVICE

Business Description: Founded in 2012, the Company is a provider of Tilt-Up concrete construction services, in which concrete wall panels are cast onsite and tilted into place. The Company's services include foundation construction, tilt-up panels, exterior concrete paving and specialty flooring. The Company employs 67 full-time personnel, including its shareholders.



Distribution: The Company targets the following segments in the construction markets, industrial warehouses (45% of revenue), retail (20%), schools (15%), healthcare (15%), and office buildings (5%). The Company maintains a total base of 120 customers, and 50% of revenue comes from recurring customer jobs.

Operational Strengths: Tilt-up concrete construction is one of the fastest-growing construction methods in the US. In addition to the principals' decades of significant concrete construction experience, many of the Company's key employees also have significant industry and service knowledge. The Company has a strong reputation for its focus on service, offering reliable expertise, and providing high-quality concrete solutions. 2015 revenues are expected to be \$23.1M., a 55.7% increase over 2014.

The Transaction: The owners would like to secure some of the equity they have built for retirement purposes and find a buyer to assist in taking the Company to the next level. Mgmt. is willing to stay with the Company through a transition period and possibly indefinitely in order to ensure a seamless transfer of ownership and attain future growth.

Financial Information:

Financial				
	2016 Est by Seller	2015	2014	2013
Revenue	30,000,000	23,518,000	14,840,000	6,638,000
Adjusted EBITDA	3,608,000	2,726,000	864,000	470,000

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Southeast	Compiled	Yes	4	1771, 1799, 2531, 3272, 1541, 1542, 1752

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