



Acquisition Opportunity

Historical Restorations Firm

Business Description:

Since 1988, the company has served the Southern California area providing design/build services focused on historic restorations of commercial buildings. It is renowned for its restorations and the manner in which its passion for historic detail and original architecture delivers projects that permit their inherent beauty to shine through. While it has taken on many types of projects, it is best known for its restorations of restaurants and bars, earning an AIA award in the last few years. The company offers design and build services that take its clients from concept, through drawings and ultimately to final delivery of their desire for accurate historical restoration. It is considered one of the top three historical design/build firms in Southern California.



Marketing and Sales:

The company's growth has come largely through word-of-mouth, social media and project site signage, as this is a well-established and networked community. It's target market, based on those in which it has had a high degree of recognition, are restaurants, bars and related types of buildings.

Operational Strengths:

The company's team has been in place for many years, and has established a highly effective, repeatable process to carry the work from concept through design and, ultimately, construction to create its historically accurate restorations, while utilizing the newest materials and technology to provide the building owners with buildings that will stand the test of time. The owner will continue to assist a buyer in transitioning the design process and the relationships with its long-standing, repeat customers.

The Transaction:

The owner, is extremely serious about selling the business, as his family is relocating due to personal, family reasons. He is willing to do whatever is necessary to transition the business, especially key client relationships, to a new owner. Also, since he wishes to establish the same type of business after relocation, there may be "creative" deal structures that would enable him to maintain some sort of an equity position in the California business, being available to assist there, particularly with design work, while establishing and growing the business in a new market. If that model works, it is possible that a new owner, with the current owner, could "copy" the model in other cities.

Financial Summary				
	<u>2016 1st 7 months</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
Revenue	\$ 955	\$1,490	\$1,183	\$ 610
Adjusted EBITDA	\$ 140	\$ 232	\$ 182	\$ 141

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Western States	Compiled	Yes	25	7389

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