Acquisition Opportunity

Building Enclosures
(Design, Manufacture, Installation of Metal & Glazing Systems)

Business Description: Located in the southern United States, this Company is recognized as one of the elite turnkey building enclosure companies providing metal & building enclosures/walls and glazing systems in the southern United States. As a turnkey metal & glazing system company they provide comprehensive commercial, industrial and institutional glass and metal design/engineering, manufacturing and installation. As a full service company, in-house capabilities include glass/metal and framing design based upon architectural renderings utilizing state of the art technology, aluminum framing & parts manufacturing utilizing state of the art CNC equipment, and complete glass/metal and framing system installation enabling full control of the entire process and ensuring timely service, superior product quality and overall safety. The Company estimates that it wins approximately 25% of its pure competitive bid situations. The Company employs 90 full time people (does not hire part time or contract labor due to specialty nature of work). It is headquartered in a brand new 16,200 square foot state of the art facility on 1.79 acres built in 2015. The Company needs a larger facility to support growth and additional manufacturing equipment. Backlog of signed projects is currently $24 million.

Distribution: The Company services a diverse customer base of commercial, industrial and institutional clients through primarily a group of repeat prime general contractors.

Operational Strengths: In-house design & engineering team. In-house CNC manufacturing. Mgmt. team of former blue chip company executives with 150 years combined experience remaining to partner with private equity group for growth. Complex job specialty (highly trained specialized employees). Enormous barriers to entry. Enormous growth opportunities. Fragmented industry. Specialized niche market with limited competition.

The Transaction: The owner/management team is looking to an equity partner with the capital and expertise to help take the Company to the next level in terms of manufacturing processes & capabilities, geographic growth, technology. The company's immediate market is healthy with new work and neighboring markets into which the company wants to grow are extremely strong with work. Mgmt. has experience in numerous other markets that it would like to grow into. As a turnkey product, the companies building enclosure systems can be shipped anywhere in the U.S.

Financial Summary (millions)				
	2017 Est. by Seller	2016	2015	2014
Revenue	25	29	18.6	11
Adjusted EBITDA	6	6.3	3	1.5

Other Highlights				
Location	**Financials**	**Management Team in Place**	**Years in Business**	**SIC Classification**
Mid-south	Reviewed	Yes	5	1793, 7389, 8711, 1541, 1796, 3999, 1542,

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R 2/23/17

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