Under Contract!

A Neumann & Associates, LLC
Affiliated with Americas Largest Network of M&A Professionals

Business Profile Engagement: 1492-2125B

Company Information

Line of business: Specialty Construction (Glass & Glazing Solutions)

Location: Southeastern USA

In Business: 25 years

Employees: 6 plus a steady team of 12-15 as subcontractors

Facilities: 6,000 SF Office with Storage space (leased)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	$240,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$7,000
• Vehicles, Trailers, Forklifts	$47,000
• Equipment & Tooling	$0
• Other	$0
Total Assets included in Sale	$294,000

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2022	$4,200,000	$880,000
2023	$3,300,000	$390,000
2024	$7,700,000	$1,560,000
2025 (e)	$8,400,000	$1,480,000

Executive Summary

This well-established **Specialty Construction Company** is a distinguished general contractor based in the Southeastern USA, specializing in commercial glass and glazing solutions. With 24 years of experience, the company has built a solid reputation for delivering high-quality projects across various sectors, including government buildings, educational facilities, healthcare, and hospitality. The firm enjoys significant operating margins, documented profitability, and significant owner benefit. This business operates from their head office, with mobile teams working at project sites across the USA.

The company enjoys a **strong competitive advantage** through its sustainable practices and Eco-Friendly Solutions. Its emphasis is on sustainability, such as using energy-efficient materials and promoting daylighting strategies, positions them as a forward-thinking company in an industry increasingly focused on green building practices. In addition, it has a long track record with government buildings and large clients with international reach. The company has a solid foundation and is poised for accelerated growth. The company only employs staff with documentation allowing them to work in the USA.

It is projected that a new owner will obtain **significant additional growth** by expanding the direct sales efforts and utilizing the opportunities from the Federal Government's Inflation Reduction Act, within the areas of energy efficiency and sustainable construction. The company projects an annual revenue growth rate under such premise of 20-50% per year with similar or higher gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.7 x EBITDA (2024). A full valuation report is included and there is $240,000 in Net Working Capital plus another $54,000 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain almost **$530,000 benefit in after-acquisition-debt cash flow in Year #1 – over 70% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well-trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure

(Proposed)

Buyer Cash Down @ Closing	$714,000
Buyer Bank Financing	$2,142,000
Seller Financing @ 11.5% / 5 years	$714,000
Performance based seller note	$1,400,000
Total Purchase Price	**$4,970,000**

Note: If applicable, all real estate offered by ANA Commercial Real Estate, LLC

Buyer Benefits

1)	Strong Reputation for 24 years – nonunion shop with dedicated team members
2)	Motivated owner helping in the transition, incl. potential consulting agreement
3)	Acquisition financing approved for 80% of asking price

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.