

Location: Western US (not CA)

History: 50+ years

Employees: ~70



Project Whitewater

Acquisition Opportunity

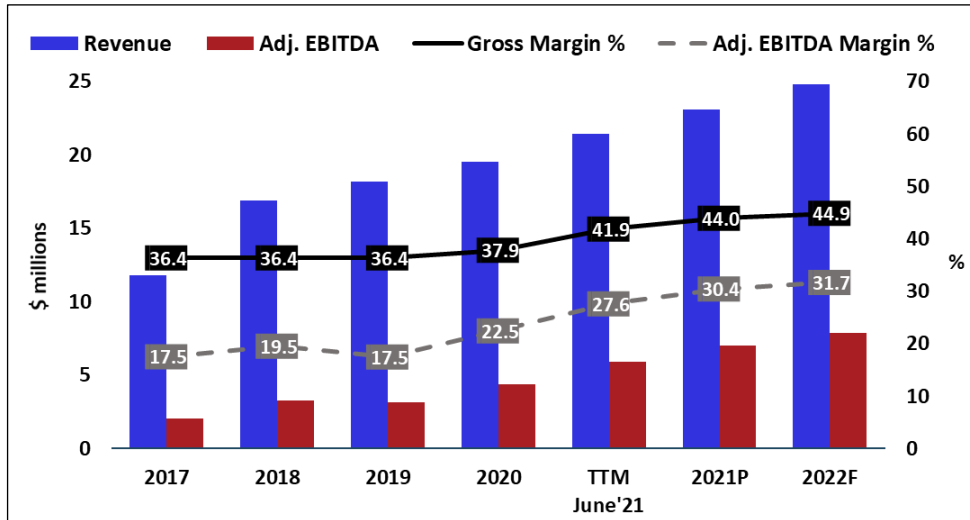
Company Overview

This non-union, family-owned business is the **regional market leader for exterior and interior glass and glazing services**. In-house expertise incorporates design, fabrication, installation, and service/maintenance – making this business a “one-stop shop” for the commercial and residential needs of a booming area. Window, door, structural, and aesthetic engineered systems are focal points in today’s architectural trends. This company is the ‘go-to’ contractor for glazing systems spanning educational, hospitality, medical, governmental, industrial, retail, religious, high-end residential, and other structures.

Transaction Overview

- S Corporation owned 100% by members of the founding family
- Desire to sell the business to a 3rd-party buyer (real estate is optional)
- **Highly capable management team – led by an owner who desires to remain after the sale**

Financial Performance

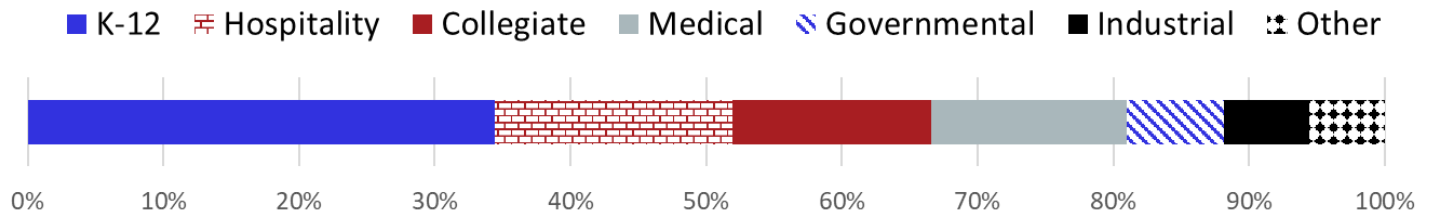


TTM June 2021 Financial Profile

Revenue	\$21.4 Million
Gross Margin	\$9.0 Million
Gross Margin %	41.9%
Adj. EBITDA	\$5.9 Million
Adj. EBITDA Margin %	27.6%

Varied End Users

Based on
95 Largest
Jobs Since
1/1/2019



Attributes of Success

- Widely-recognized 'brand' is the leader in its market – glazing work of all types gravitates to the Company
- Well-staffed to transition ownership without disruption – Company Divisions are managed by professional, tenured, non-family employees
- Training/mentorship ensures best individual knowledge and skills become corporate knowledge and skills
- Extensive in-house expertise and skilled craftsmen ensure no reliance on outside parties for staffing or quality
- Healthy margins resulting from efficient operations and market leader position
- Large, equipped fleet of vehicles and a well-stocked parts department
- Technology is embraced and adopted in support of efficiency, safety, and quality



Solid Relationships

- Company has a symbiotic relationship with top general contractors, builders, and developers
- As a result of the Company's position as a premier glazing contractor in its market, suppliers have built strong alliances; some arrangements are exclusive, affording opportunities to be a sole-source provider due to architect specifications
- Employee satisfaction/retention is high due to a culture of "glazing is a career, not just a job"

Investment Considerations

- **Revenue CAGR:** 18% for 2017 through 2021P
- **Gross Margin:** TTM 41.9% and trending upwards
- **Low CapEx:** 2017-2020 CapEx / Revenue = 1.9%
- **EBITDA Margin:** TTM >27%; projected to be >30% in FY '21
- **Market area:** experiencing sustained growth



Questions relating to this summary and requests for additional information should be directed to Gilbert & Pardue Business Advisors. www.GaP-Advisors.com

Matt Gilbert
713-304-1970
MGilbert@GaP-Advisors.com

August 2021

Emma Kirchhofer
713.829.7345
EKirchhofer@GaP-Advisors.com