

美国商业建筑承包商业业务





这家老牌商业建筑公司专门从事商业建筑和设计/建造服务，在佛罗里达州享有良好的声誉。

该公司在完成医疗、办公、零售、教育、仓储、餐饮、宗教和市政等各行各业的各种项目方面有着良好的记录。

2022 年，该公司创造了 2430 万美元的收入，展示了其财务实力。

尽管全球大流行病带来了挑战，但该公司仍将毛利率稳定在 11%。

卖方可支配收益（SDE）从 2020 年的 100 万美元增至 2022 年的 150 万美元。

注：（*）指 2022 年来自长期客户或多年项目的收入。

团队：CEO – 1 FT, Director of Ops – 1 FT, Accountant – 1 FT, Administrative – 1 FT, Project Managers – 2 FT, Asst. 项目经理 – 1 个 FT, 估算师 – 1 个 FT, 工地主管 4 个 – FT。公司还偶尔在每个工作现场安排日工，主要进行清理活动。

服务与客户

该公司为商业和机构客户提供全套建筑和承包商管理以及设计服务。

该公司的专业服务对象包括医疗办公室、辅助生活设施、自助仓储、教堂、校区、大学、餐饮服务、市政、科技和航空航天等领域的客户。

公司的大部分项目都是协商项目或重复项目，很少进行招标–70%为长期客户收入（*）。

项目管道 – 公司拥有一个强大的项目管道，包括价值 2,420

万美元的已签约项目，并为即将开展的项目签署了总价值 1,300 万美元的协议。

这一管道确保了稳定的项目流，并为收购方提供了利用未来业务前景的绝佳机会。

竞赛

在当地，与公司规模相当的竞争对手大多拥有良好的客户。

公司凭借丰富的项目经验、具有竞争力的价格以及项目管理方面的最佳实践而脱颖而出。

佛罗里达州比赛（主场）：

1. 认证总承包商
2. MH 威廉姆斯公司
3. 拉什建筑公司

TARGET PRICE

\$7,200,000

GROSS REVENUE

\$24,255,533

EBITDA

\$1,521,759

BUSINESS TYPE

建筑公司

SUPPORT & TRAINING

业主愿意提供为期 6 至 9 个月的兼职咨询服务。

REASON FOR SELLING

在该行业工作了几十年后，业主正在寻找认识到时机的重要性，尽管该业务目前业主有信心将业务移交给合适的买家，

COUNTRY

美国

BUSINESS ID

L#20230520

潜在增长

佛罗里达州（尤其是佛罗里达的太空海岸）对仓储和辅助生活设施的需求很大，因为该州人口迅速增加，导致新的学区、大学和主要雇主需要扩大其设施空间。

公司拥有独特的定位和人员配置，能够满足各行各业的建筑需求，以适应这一增长。

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The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.

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