

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，业主正在寻找新的机会。业主认识到时机的重要性，尽管该业务目前处于盈利状态，但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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