



## **EXECUTIVE SUMMARY**

Based in Tennessee, Client #764 (or the “Company”) operates as a structural steel erection company along with its rental of cranes.

The Company was founded in 1996. The Company has served primarily construction companies who erect commercial buildings.

The Company’s owner has elected to sell the business to retire, and the business is being offered for sale on an exclusive basis by CAPSTONE Business Advisors, LLC.

### **Opportunity**

***The Company is an established leader in its industry. Further, it has not utilized a dedicated sales and client prospecting effort.*** These factors make it a very compelling acquisition opportunity when coupled with the dynamic and rapidly growing demand for construction services and the Company’s:

- *History of profitability, stable margins and strong cash flow,*
- *Established reputation for quality and workmanship,*
- *Industry leadership in market niche, and*
- *Recognized capabilities in creative product design and customer service*

### **Summary Financial Performance**

	<b>Trailing 12 months ending 9/30/2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Revenue</b>	\$ 2,908,601	\$ 3,260,309	\$ 2,956,924	\$ 2,516,116
<b>Gross Profit</b>	\$ 2,316,740	\$ 2,657,570	\$ 2,446,274	\$ 2,075,080
<b>Taxable Income</b>	\$ (288,186)	\$ 216,114	\$ 510,886	\$ 259,200
<b>EBITDA</b>	\$ (51,330)	\$ 262,948	\$ 573,272	\$ 292,431
<b>Owner's Discretionary Income</b>	\$ 379,793	\$ 756,327	\$ 839,327	\$ 449,180