

**Authorized Distributor / Installer of
Energy Efficient & Environmentally Friendly Building Solutions
Acquisition Opportunity**

Client #10367

This company sources and installs custom-engineered building solutions for an extensive and diverse customer base. End users can be found in the manufacturing, recycling, energy, timber, farming, and public sectors.

They had a busy 2019 with Adjusted EBITDA over \$1.3M. They have remained open and consistently busy throughout 2020. Their profits and their backlog are holding up well.

The owners have been looking for an opportunity to retire, but good work has continued to come in. They are now taking a serious run at retirement and are hoping to find the right acquirer to step in and take over.

<i>(\$ Thousands)</i>	2019A	2020E
Sales	\$8,378	\$5,273
Cost of Goods Sold	<u>6,650</u>	<u>3,669</u>
Gross Profit	\$1,728	\$1,604
Operating Expenses	<u>355</u>	<u>370</u>
Adjusted EBITDA	\$1,373	\$1,234

The asking price for the business is \$1.6M. The opportunity has been reviewed by an SBA lender and it is expected that a qualified buyer could purchase the business at an attractive interest rate and with a down payment of \$165K.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.