

## Architectural Metal & Structural Steel Design, Fabrication & Installation Price: \$10.3M

Company designs, fabricates and installs commercial ornamental/miscellaneous and structural steel products for large general contractors. 90% of products fall in high margin miscellaneous steel category, with 10% in structural steel. Products are used in apartment buildings, churches, schools, stadiums, office buildings, warehouses and factories and include stairs, balconies, handrails, gates, and fences. Large upgraded facility is capable of handling 50% growth with no additional equipment or employees. No advertising. No outbound sales force. All revenues generated by word of mouth and repeat business. Revenues for 2020 were \$9.8 million with a \$2.3 million EBITDA. Audited financial statements.



### Financial Summary

Revenues:	\$9,826,370
Adjusted EBITDA:	\$2,260,008
FFE:	\$560,000 plus \$664,000 Leasehold
Inventory:	\$125,000

### Investment Highlights

- Well established 41-year-old company with solid business model.
- Reputation for quality workmanship, commitment to on-time delivery, and excellent installation are reasons why the general contractor customer base continues to return to the company.
- Miscellaneous steel products generally have higher profit margins than structural steel; however, space is available to create a structural steel division should a new entity want to grow this segment. The Company is often asked to do more work in both ornamental and structural steel.
- Excellent foundation for continued miscellaneous steel growth in current market.
- The Company enjoys strong loyalty from employees and subcontractors.
- Weighted average EBITDA for last four years at \$1,989,623. Profitable history.



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