



Company Overview

Ridgefield Partners is pleased to offer a West Coast Commercial & Industrial Roofing & Exterior Services Company for acquisition. Established in 2001, the company specializes in industrial & public works for customers across the West Coast. The business is a trusted partner to contractors, municipalities, & institutional clients, with long-standing relationships & a reputation for delivering complex projects on time & on budget. Project work includes hospitals, detention facilities, FDA facilities, and entertainment venues.

Transaction Overview

The Company is fully owned by a single shareholder (“Seller”) who desires a complete sale of the Company’s assets or equity. The Seller is committed to assisting the buyer in an orderly transition period lasting up to 12 months and has built a strong second layer of management that will provide ongoing operational continuity thereafter.

Investment Highlights

- **Full Building Enclosure Contractor:** The Company is differentiated based on its unique ability to contract almost all aspects of the building enclosure – allowing GCs to utilize the Company as its sole subcontractor – removing scope gap issues.
- **Complex Project Specialty:** The Company has developed a core specialization in bidding and delivering projects with strict bonding, labor, and performance requirements.
- **Prequalified with Key Customers:** The Company is prequalified with certain repeat clients including the California State University, school districts, and regional general contractors.



Financial Highlights

FYE 12/31	2022	2023	2024	2025E
Revenue	\$25.17M	\$26.42M	\$29.21M	\$30.67M
Gross Profit	\$4.65M	\$4.20M	\$4.88M	\$5.10M
Margin	18.5%	15.9%	16.7%	16.6%
Adj. EBITDA	\$3.69M	\$3.29M	\$4.09M	\$3.66M
Margin	14.7%	12.4%	14.0%	11.9%

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