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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased. There is no cost or obligation to pursue this company for sale.

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INNOVATIVE INDUSTRY LEADING FORESTRY CONGLOMERATE New England, USA

2018 Revenue: \$25.1 M 2018 EBITDA: \$5.1M
2019 Proj Revenue: \$27.3M 2019 Proj EBITDA: \$5.8M

Founded in 1967, the family-owned and operated conglomerate of forestry companies providing a comprehensive range of "100% waste free" products and services from stump to energy source. As one of the country's largest producers of premium wood pellets for fuel, they are a "Green Certified Master Logger" and have received numerous awards and certifications for their internationally renowned business operations.

In addition to their own woodland holdings of more than 45,000 acres, the companies generate over 90% of their wood supply by logging regional private landowner sources through long established agreements.

The logging operations are supported by an extensive trucking network for transporting raw materials and finished products.

In 2016, the company built North America's first biomass turbo-generator energy facility using the company's waste materials – wood chips and sawdust, along with waste product from other local wood processors to produce 10MWe of power annually. In addition to delivering power to the pellet manufacturing facility, over 80% of the facility's energy is sold to a leading state-owned regional energy company, in a lucrative 20-year agreement. B

INDUSTRY LEADERSHIP: 50+ year reputation, with long-term supplier and customer relationships, for providing superior service while exceeding the national industry standards for harvesting, logging, manufacturing, and distributing forestry products.

MANAGEMENT EXPERTISE: Led by two generations of the founding family, the company has an exceptional management team of well-respected industry experts and is well structured for continued diversification and expansion.

FINANCIAL PERFORMANCE: The company has established a product and service portfolio that consistently delivers an EBITDA of +20% and a 3-year CAGR of 47%, with opportunity for growth.

INNOVATION: Through the adoption of automation and robotics, and the establishment of biomass power generation, the Company is applying transformative technologies to its core business and developing new revenue streams.

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