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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.

**COMMERCIAL ROOFING, WATERPROOFING INSULATION INSTALL CONTRACTOR
Texas**

**2020 Revenue Est. \$25,000,000
2020 EBITDA Est. \$1,327,000**

**33 years of operations
200 industry customers
179 Full-Time Employees**

A well-regarded specialty commercial roofing, waterproofing and insulation company focused on high profile customers. The Company possesses an excellent reputation within the industry and is known as the preeminent specialty commercial roofer.

Revenue is generated through roofing projects (60% of sales), waterproofing (20%), insulation installation (10%), sheet metal work (5%), and general construction services (5%) serving institutional and public sector (40% of sales), private sector (40%), and large industrial (20%) customers.

- **Backlog of Signed Contracts**—As of Q2 2020, the Company maintains a backlog of approximately \$10 million in remaining revenue under contract for 2020 and 2021. Given its project-based contracts, the Company maintains a healthy backlog, demonstrating significant demand for the Company’s services and facilitating revenue opportunities from one year to the next.
- **Low Employee Turnover**—The Company values its staff and their experience and that recognition is reflected in a low employee turnover rate; maintaining a 90% employee retention rate year over-year due to experience of the management team, employee training initiatives, and workplace safety (no significant safety event in recent history).
- **National Reach**—The Company’s customer base and operations are national in scope, allowing it to efficiently compete wherever contracts may be located and easily expand into new geographic markets.
- **Marketing and Business Development**—The Company has developed close customer relationships throughout its history. As such, the Company benefits greatly through repeat business and is aided by its strong reputation for quality work. In addition to that, the Company has a strong marketing and business development presence by maintaining a sales staff to facilitate new contracts, participates in industry tradeshow, engaging with lead generation and vendors, and establishing an online presence.

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