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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, 1% 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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CONSTRUCTION EXPEDITING & PERMITTING SERVICES SE USA

Projected: 2022 REVENUE: \$5,000,000
Projected 2022 EBITDA: \$1,800,000

For over ten years, this Company has been trusted as an industry leading Expediting and Permitting Service company. The Company services the Construction industry for permitting as well as permitting for special events and permitting for businesses, especially new restaurants.

The Company has the ability to help a variety of projects to completion. The Company offers excellent service quality to clients, which drives word-of-mouth referrals and repeat business from customers.

Historically, the Company received a large portion of its sales through repeat business, which is responsible for generating approximately 70% of total revenue.

The Sales and Marketing has relied on the excellent service and quality to their clients, which drives word of mouth referrals. The Company experiences a large number of repeat business.

Management Will Remain through Transition: Ownership is interested and willing to remain with the Company after a transaction to facilitate an orderly transition to new ownership and, as appropriate, assist in achieving long-term strategic growth objectives.

Turnkey Capabilities: As a one-stop shop, clients often find it convenient and more affordable to find an array of offerings under one roof.

Diversified Customer Base: No single customer accounted for 9% or more of revenue during the historical period. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.

Strong Client Relationships: The Company has built an extensive customer list and good industry relationships since its inception. The customer base is loyal, which allows the Company to save marketing costs that competitors must foot, both in acquiring new customers and in obtaining repeat business from existing customers.

Low Employee Turnover: The Company has a low turnover, which is a signal of efficiencies and alignment within the Company. Low turnover allows the Company to retain the most skilled and experienced personnel in the industry.

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