

**TAKEOFF
MONKEY**

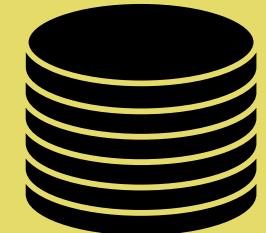
ESTIMATING MAGIC

Tommy Lather
Founder, CEO
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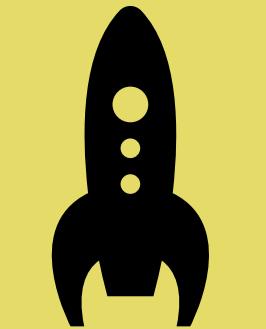
HIGHLIGHTS



Experienced, execution-driven leadership team



\$2.3M ARR run rate achieved with \$600K raised



\$0 → **\$195K MRR** in less than 36 months



Profitable with 13% average net income



Raising \$3.5M to advance technology roadmap

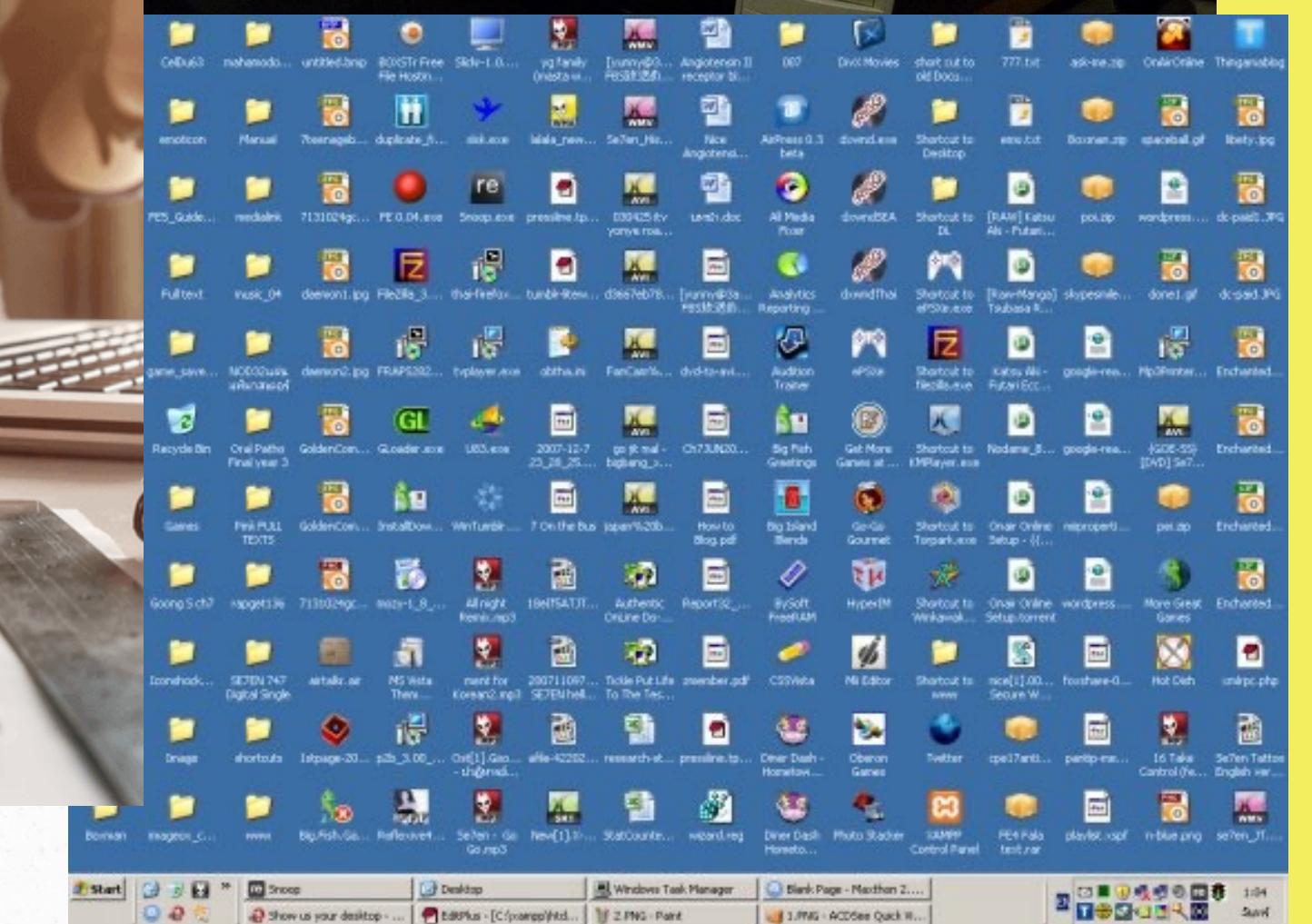
Problem

Commercial Construction is a \$900B industry still run on paper, email, and chaos

Subcontractors & Suppliers **represent**
75% of the commercial construction
industry

Which lacks:

- Regulations
- Standardization
- General Organization
- An Operating System



Solution The first pre-construction OS built for subcontractors

Admin ▾

Takeoff Monkey | Bid Board

Bid Board Inbox Sales Manager Purchasing Manager Analytics + New Tab

All Open Accepted Due this Week Due Next Week Declined Unaccepted + New Tab

Job #	Job Name	Customer	Scope of Work	Due Date	Notes	Orig. Files	Status	Collaborators
MON-000	Downtown Office Complex 0	ACME Construction	Irrigation Landscape	09/15/2025	Expand	1 / 1	Pending	JS NM TL
MON-001	Downtown Office Complex 1	ACME Construction	Irrigation Landscape	09/21/2025	Expand	1 / 1	In Progress	JS NM TL
MON-002	Downtown Office Complex 2	ACME	Irrigation Landscape	09/25/2025	Expand	1 / 1	In	JS NM TL
MON-003	Downtown Office Complex 3							
MON-004	Downtown Office Complex 4							
MON-005	Downtown Office Complex 5							
MON-006	Downtown Office Complex 6							
MON-007	Downtown Office Complex 7							

The Monkey Cage

12 Projects • 221 Files

File List:

Filename	Type	Subtype	Size	Uploaded	AI Summary
Site_Survey_Report.pdf	pdf	other	3.3 MB	Aug 20, 2025	—
Project_Clarification_Questions.eml	email	sow	4.3 MB	Aug 22, 2025	AI-generated summary for Project_Clarification_Questions.eml
Project_Clarification_Questions.eml	Email Message	+ 4.3 MB			SUMMARIZE FILE
Foundation_Plan_Rev4.pdf	pdf	bid form	3.6 MB	Aug 18, 2025	AI-generated summary for Foundation_Plan_Rev4.pdf ...
Bid_Comparison_Matrix.xlsx	excel	bid form	4.4 MB	Aug 16, 2025	—

Urgent: Site access and safety protocols

From: contractor1@example.com
To: project.manager@client.com, engineer@consultant.com
Date: August 22nd, 2025 9:00 AM

Message:

This is a detailed email communication regarding the project specifications and requirements. The message contains important technical information and clarifications needed for the bidding process.

Please review the attached documents and provide feedback by the specified deadline.

Best regards,
Project Team

AI Summary

AI-generated summary for Project_Clarification_Questions.eml highlighting key technical specifications and requirements.

KEY POINTS

Technical specifications included
Compliance requirements outlined
Cost implications identified

Auto-generated

Current Customers:



BrightView³

RUPPERT COMPANIES
Growing companies since 1977



OBERSON'S

Arazoza Brothers Corp.



HERITAGE
IRRIGATION & LANDSCAPE SUPPLY GROUP



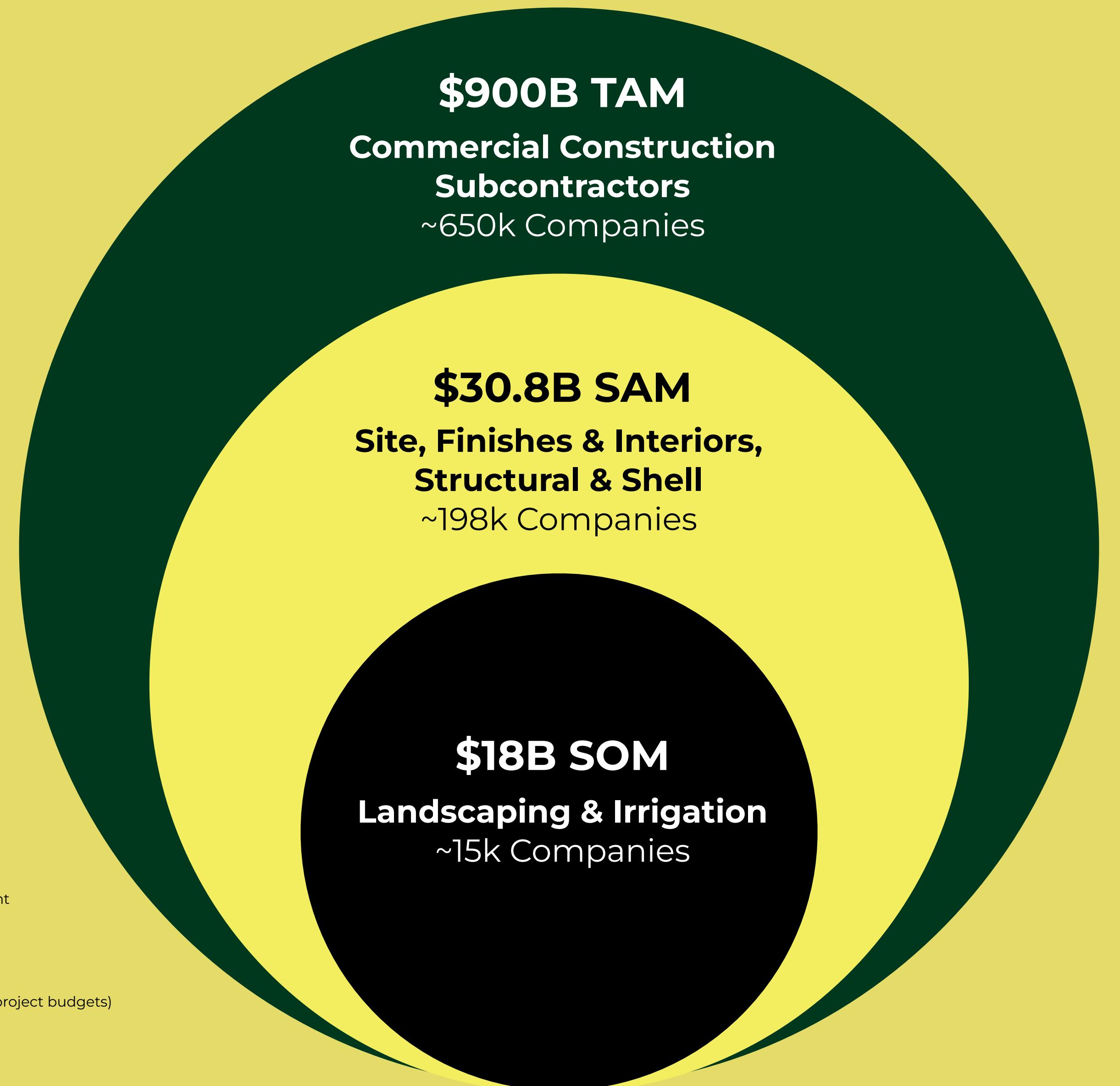
+1000s of others

Average Net Revenue Retention:
91.98%

Takeoff Monkey streamlines estimating, sales, and admin support into a single platform, built specifically for subcontractors.



Market Potential (US)



SOURCES:

1. [InsuranceBee](#) — U.S. landscaping industry size, number of firms, employment
2. [IBISWorld](#) — Number of landscaping service firms (2024)
3. [LawnStarter](#) — Lawn & landscaping business count, revenue estimate (2025)
4. [Zippia](#) — Landscape contractor count / demographics
5. [DataUSA](#) — Landscaping & groundskeeping workers (occupation data)
6. [CBRE](#) / industrial construction cost breakdown
7. [Neumann Monson Architects](#) / construction cost commentary (site work in project budgets)
8. [Verdeterre Contracting](#) — site work cost factors overview
9. [Verified Market Research](#) - estimating services market



Business Model

Traditional SaaS Subscription

SaaS

\$299 / Month

Unlimited bid solicitations

SaaS + Takeoffs

\$3,950 / Month

Unlimited messages,
up to 160 estimator
hours



Go to Market

Takeoff Monkey is already a trusted and known partner to the construction industry

Distribution Partner Referral Network gives TOM access to 300k+ Subcontractors



10k+ Contractors



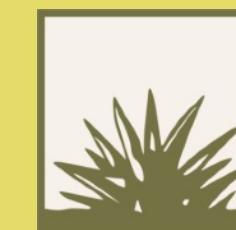
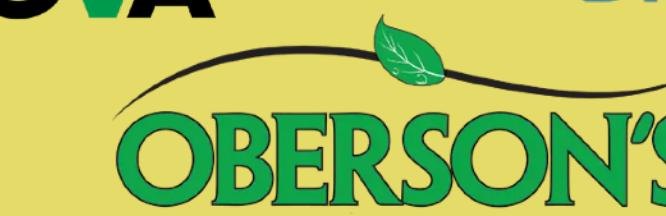
155k Contractors



140k Contractors

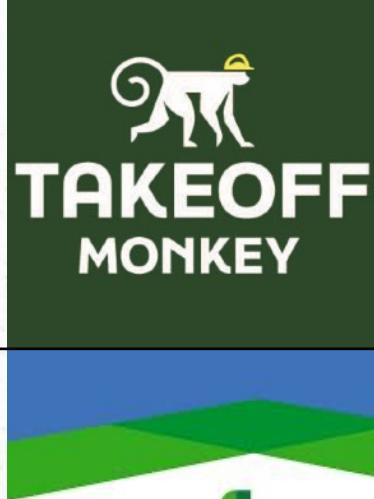


7k Contractors



80% of TOM's inbound leads have been through referrals

Competitive Analysis

	One Stop Shop	Platform Integrations	Self-Service Onboarding	SaaS + Takeoffs	Subcontractor Specific
	✓ ✓ ✓ ✓	✓ ✓ ✓ ✓	✓ ✓ ✓ ✓	✓ ✓ ✓ ✓	✓ ✓ ✓ ✓
 aspire <small>A ServiceTitan Company</small>	✓ ✓	✓			✓ ✓ ✓
	✓	✓	✓		
	✓	✓ ✓ ✓		✓	

Team



Tommy Lather
CEO & Founder

*Construction estimating
veteran turned self-taught
software developer*



Logan Hart
CTO

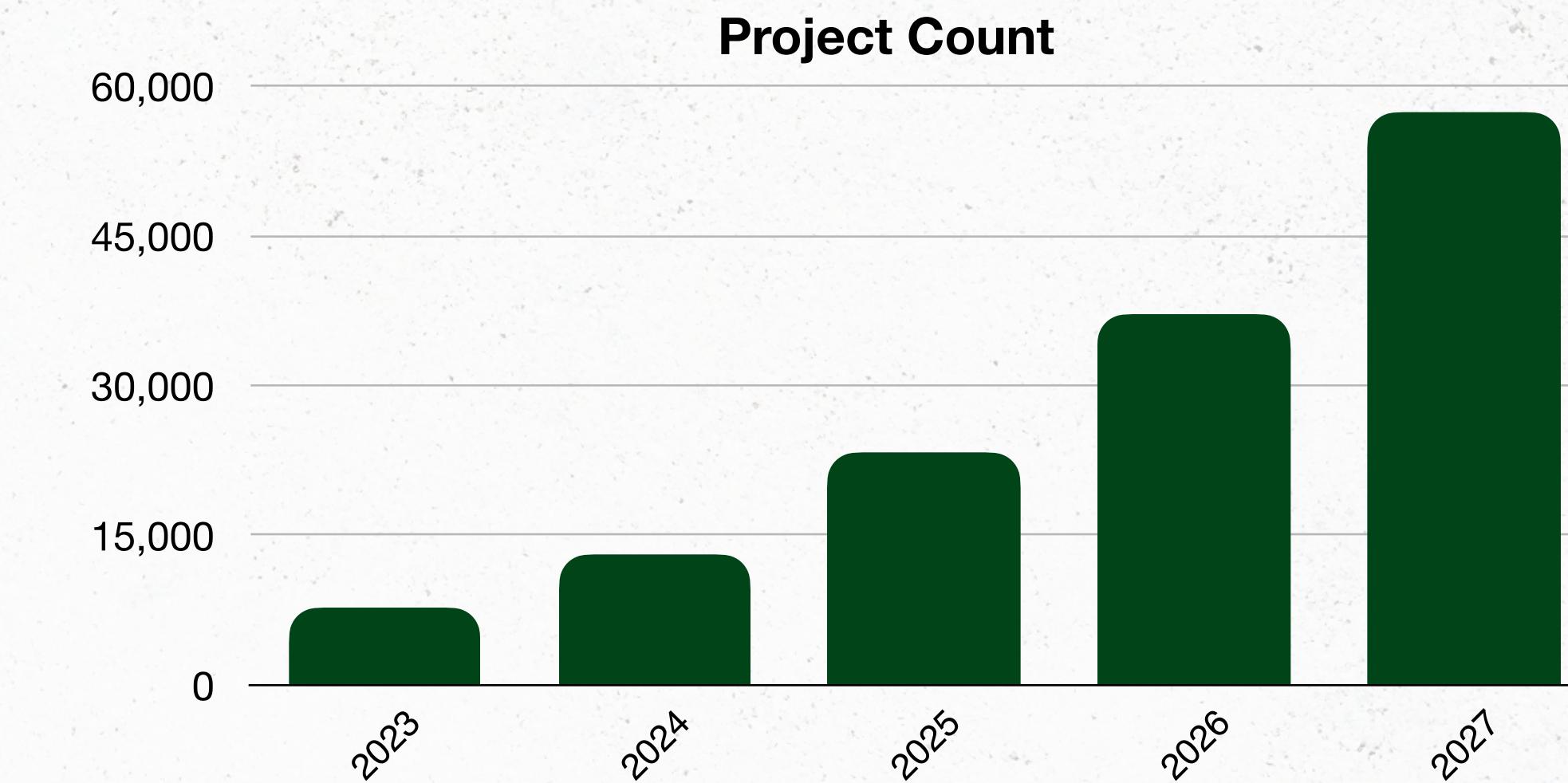
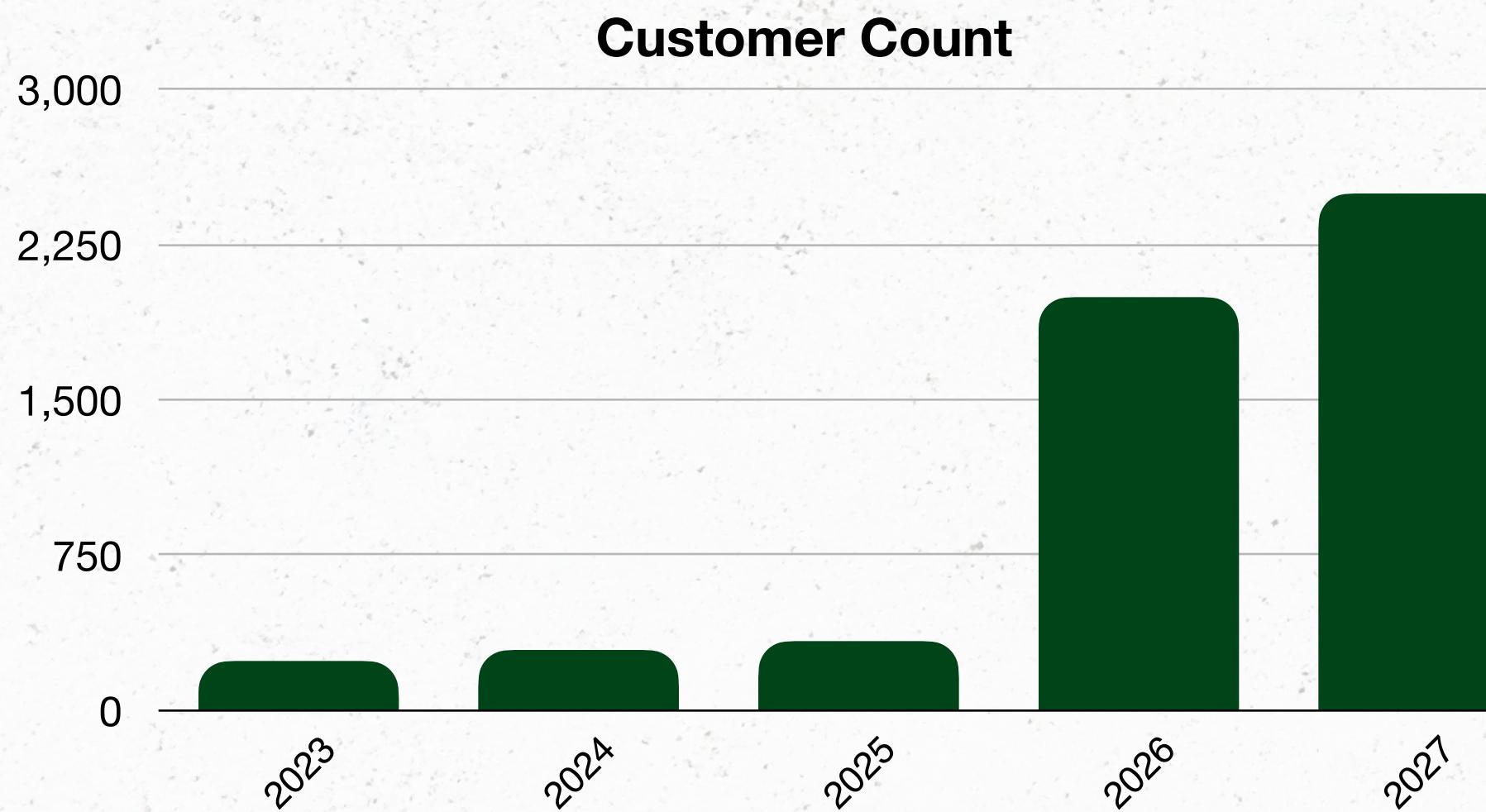
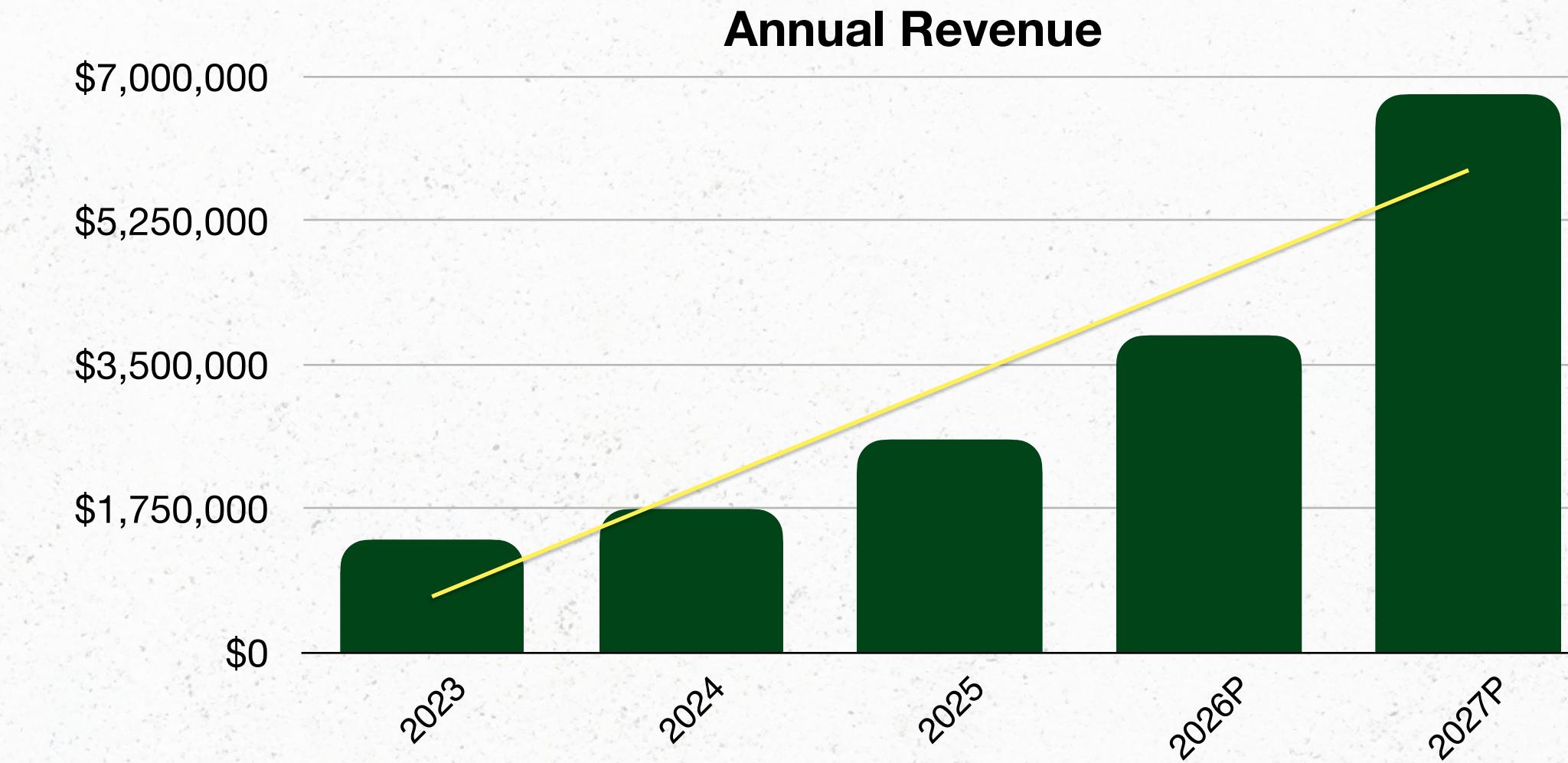
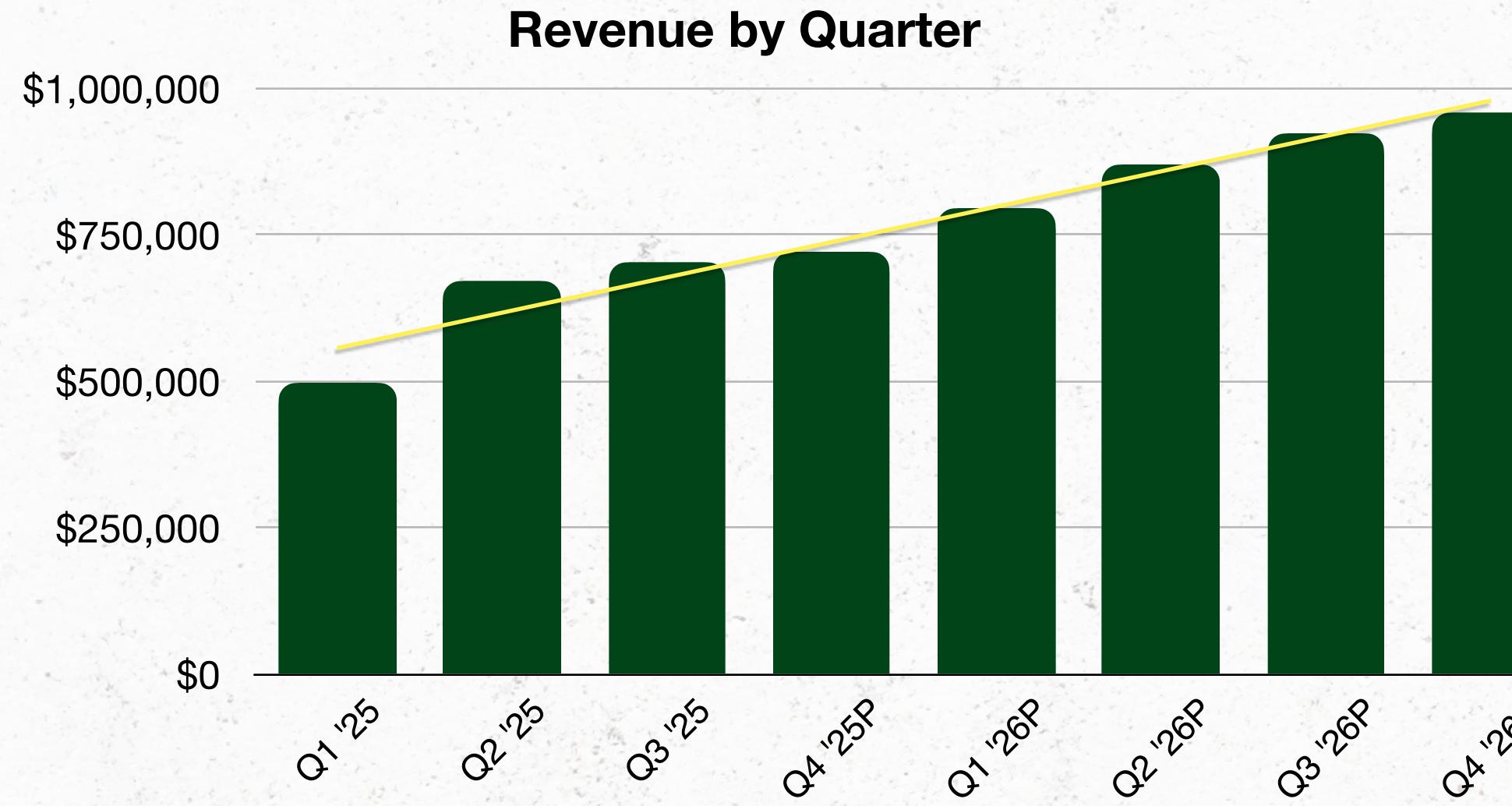
*Expert in enterprise
architecture, AI/ML
integration, and zero-trust
security data fabric*



Janet Lee
Operations Director

*Deep domain operator in
construction estimating and
horticulture*

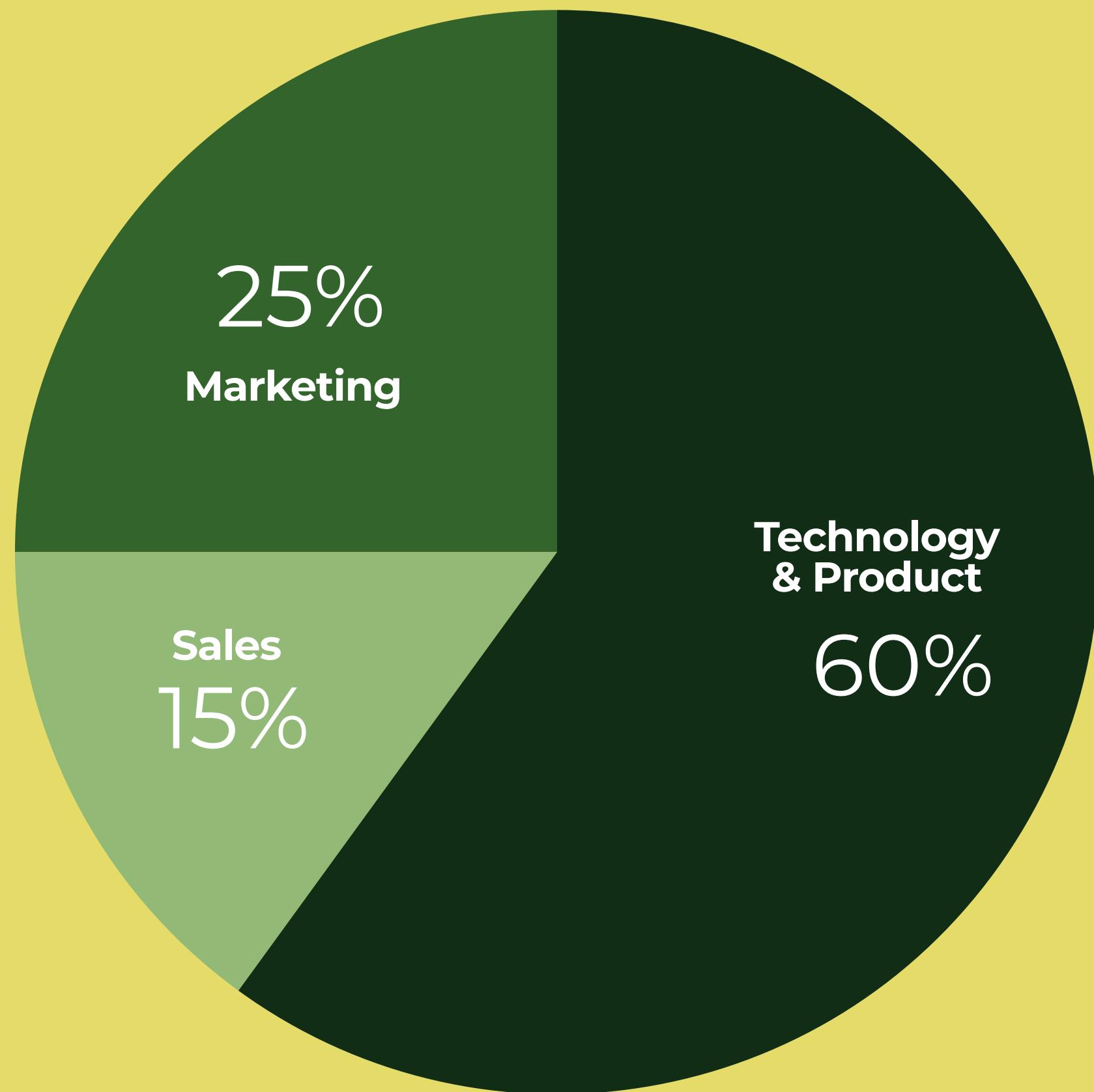
Financial Snapshot



Takeoff Monkey has a proven track record of growth, efficiency, and profitability.

Use of Funds & Timeline

\$3.5M | 24 Months Runway



Q1 2026

- MVP Launch, Validate Core Features for Subcontractors

Q3 2026

- Mobile App

Q1 2027

- 100k+ Users
- \$_M ARR

Q2 2026

- Personalized Business AI, Launch Premium Upgrades

Q4 2026

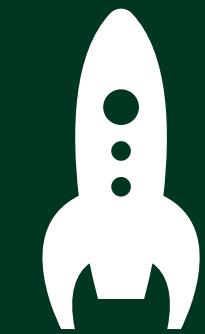
- Marketplace for third party developers to launch tools, Enterprise Features Launch



Why now?



Product-market fit established, ready to scale



\$2.3M ARR run rate achieved with \$600K raised



Profitable with 13% average net income



Opportunity to hit \$100M ARR in the next 5 years

REACH OUT AND SAY HI.

We would love to hear back from you!

Thank you!

Tommy Lather

Founder, CEO

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[Watch our intro video!](#)

[Learn more about us at takeoffmonkey.com](http://takeoffmonkey.com)

