

Company Name: Skyline Builders Inc.

Industry: Construction

Stage of Growth: Established and profitable, with a growing customer base. The company has been in business for over 15 years, making it a trusted name in the regional construction industry. Skyline Builders Inc. is known for its high-quality residential and commercial projects, as well as its commitment to sustainable building practices.

Size: Medium, 75 employees. The team includes architects, engineers, project managers, construction workers, and a dedicated sales and administrative staff. The company has a structured hierarchy to ensure efficient project management and delivery.

Valuation: \$12 million. The valuation reflects its strong reputation, consistent revenue growth, and a robust pipeline of upcoming projects. Opportunities for further growth exist in expanding to new geographic markets or diversifying into infrastructure projects.

Strengths: Strong brand reputation, experienced workforce, established relationships with suppliers and subcontractors, and a focus on sustainable construction practices. The company has a loyal customer base and a proven track record of delivering projects on time and within budget.

Weaknesses: High dependency on regional markets, exposure to fluctuations in raw material costs, and reliance on a few key clients for a significant portion of revenue. Additionally, the company faces challenges in scaling operations due to the capital-intensive nature of the construction industry.

Reason for Sale: The owner is looking to retire and does not have a successor in place. The business has significant growth potential for a buyer willing to invest in expanding operations or diversifying services. The current owner is open to staying on as a consultant during the transition period to ensure a smooth handover.