

Acquisition Opportunity

[AGKR] – Well Established Commercial Demolition Contractor

Corporation Type: S-Corp Location: Arizona SIC Code: 238990



The company is a demolition contractor with an established reputation in its area and is known for outstanding industrial, commercial, and residential demolition solutions. The company utilizes innovative ways when completing jobs. Whether the job requires interior demolition services for residential or exterior demolition solutions for commercial, the company specializes in both services.

ASKING
\$1,200,000

Top Details/Business Activity:

- Successfully in business for 28 years
- Average Order is \$50,000
- Owner performs contract bidding, negotiating, project execution, and supervision.
- Employee supervisor will remain
- Company is guided by well-defined systems and processes
- Diverse customer base within Tucson
- Main business activity is demolition services
- Demolition market in Arizona estimated at \$150M
- Bank financing is available to borrowers that have a requisite background as dictated by the bank

Strengths:

- Well established reputation with experience and knowledge
- Loyal customer with repeat business
- Lean and mean operations
- Very experienced labor force/cross trained in related work
- No debt, all equipment owned, no mortgage

Weaknesses:

- Marketing is all word of mouth
- Owners are no longer aggressively pursuing expansion in the marketplace

Marketing Strategy:

- Implement digital marketing strategy
- Hire inside sales to field incoming opportunities.

Reason for selling:

- The owner and the co-founder have run the business for over 28 years and would like to retire

Key Indicators : Accrual Basis

Year (Financial Year End: 12/31)	2022 \$'000	2021 \$'000	2020 \$'000	2019 \$'000
Revenue	1.42M	838K	736K	1.15M
Gross Profit	548K	418K	288K	532K
Adj. EBITDA*	332K	240K	70K	307K

*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

Included in offering:

- Working Capital: up to \$142,000
- Assets: \$580,000
- No Debt

Business Days and Hours:

- Monday – Friday: 6:00 a.m. to 5:00 p.m.
- Saturday - Sunday: 24x7 On Call

Employees:

- The Company has a total of 4 full time employees. The key employees are experienced and fully skilled in running the operations of the business.

Support and Training:

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 90 days. An additional consulting contract can be obtained.

Next Steps:

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Art Goodwin, Managing Director
Art@TheVantGroup.com
(469)-387-2846



CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Well Established Commercial Demolition Contractor Sale Price & Down Payment: \$1,200,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

_____	_____
Company Name	Street
_____	_____
Signature	City State Zip
_____	_____
Print Name	Phone
Date: _____	_____
	Fax