

Empreiteira de construção comercial nos EUA





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Essa empresa de construção comercial estabelecida é especializada em construção comercial e serviços de projeto/construção e tem uma sólida reputação de excelência no estado da Flórida.

A empresa tem um sólido histórico de conclusão de uma ampla gama de projetos em vários setores, incluindo médico, escritório, varejo, educacional, armazenamento, restaurante, religioso e municipal.

Em 2022, a empresa gerou US\$ 24,3 milhões em receita, demonstrando sua solidez financeira. Apesar dos desafios impostos pela pandemia global, ela estabilizou a margem bruta em 11%. Os ganhos discricionários do vendedor (SDE) aumentaram para US\$ 1,5 milhão em 2022, em comparação com US\$ 1,0 milhão em 2020.

Observação: (*) refere-se à receita em 2022 proveniente de clientes de longo prazo ou de projetos plurianuais.

Equipe: CEO – 1 FT, Diretor de Operações – 1 FT, Contador – 1 FT, Administrativo – 1 FT, Gerentes de Projeto – 2 FT, Asst. Gerente de projeto – 1 FT, Estimador – 1 FT, Supervisor de local 4 – FT. A empresa também conta com mão de obra diurna ocasional em cada local de trabalho, principalmente para atividades de limpeza.

Serviços e clientes

A empresa oferece serviços completos de construção e gerenciamento de empreiteiras, além de serviços de projeto para clientes comerciais e institucionais. Sua experiência se estende a clientes em consultórios médicos, instalações de vida assistida, autoarmazenamento, igrejas, distritos escolares, universidades, serviços de alimentação, municípios, tecnologia e aeroespacial, entre outros. A maioria dos projetos da empresa é negociada ou repetida, com pouquíssima licitação – 70% da receita do cliente a longo prazo (*).

Pipeline de projetos – A empresa possui um pipeline de projetos robusto que consiste em projetos contratados no valor de US\$ 24,2 milhões e assinou contratos para projetos futuros no valor total de US\$ 13 milhões. Esse pipeline garante um fluxo constante de projetos e apresenta uma excelente oportunidade para a parte adquirente capitalizar as perspectivas de negócios futuros.

Concorrência

Localmente, os concorrentes da empresa, de tamanho comparável, têm, em sua maioria, bons clientes. A empresa se diferencia por aproveitar a vasta experiência em projetos, os preços competitivos e as práticas recomendadas em termos de gerenciamento de projetos.

Competição na Flórida (principal):

1. Empreiteiros gerais certificados
2. Empresa MH Williams
3. Construção da Rush

Crescimento potencial

TARGET PRICE

\$7,200,000

GROSS REVENUE

\$24,255,533

EBITDA

\$1,521,759

BUSINESS TYPE

Empresa de construção

COMPETITION

The owner is open to the possibility of providing part-time consulting services for a limited period of 6 to 9 months.

REASON FOR SELLING

After many decades of working in the industry, the owner is seeking to transition into retirement. Recognizing the importance of timing, the decision has been made even though the business is currently experiencing positive tailwinds. The owner is confident that the business can be handed over to the right buyer who will continue to uphold the established reputation and capitalize on the existing profitability.

COUNTRY

Estados Unidos

BUSINESS ID

L#20230520

Há uma grande demanda por armazenamento e moradia assistida na Flórida (especialmente na Costa Espacial da Flórida), pois a população do estado está aumentando rapidamente, causando a necessidade de novos distritos escolares, universidades e grandes empregadores expandirem o espaço de suas instalações. A empresa tem uma posição e uma equipe exclusivas para atender às necessidades de construção de vários setores para acomodar esse crescimento.

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