

# Une entreprise générale américaine de 25 ans



**MERGERSCORP**

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Cette entreprise de 25 ans, située dans le nord de la Floride, est spécialisée dans les services publics souterrains, l'aménagement de sites commerciaux et les infrastructures civiles telles que les excavations, le terrassement, le déplacement, la démolition, le déblaiement et les projets en béton. L'entreprise propose également un revêtement en asphalte de qualité pour les routes, les bordures et les trottoirs, avec une garantie d'un an sur la main-d'œuvre.

Les revenus ont augmenté de 170 % en 2023 pour atteindre 23,5 millions de dollars, tandis que l'EBITDA ajusté a augmenté de 190 % pour atteindre 10,4 millions de dollars ! L'entreprise entame l'année 2024 avec un carnet de commandes de plus de 20 millions de dollars, ce qui indique que la croissance récente se poursuivra, tandis qu'au cours des quatre dernières années, l'entreprise a connu une évolution constante de ses ventes et de sa rentabilité.

Avec une base de clients diversifiée qui ne concentre pas les ventes, la plupart des travaux sont effectués sur le marché commercial par choix, mais l'entreprise est également agréée pour travailler sur des projets gouvernementaux.

Disponible à l'achat, le lieu de travail actuel est une combinaison de deux installations de premier ordre totalisant 3 400 pieds carrés. Situé sur 5,3 acres, qui comprend des salles de bureau, une zone de stockage pour les outils, ainsi qu'une vaste cour pour les véhicules et l'équipement de construction inclus de plus de 6 millions de dollars !

Il y a 100 employés non syndiqués, dont beaucoup sont là depuis longtemps, qui resteront probablement après l'achat, car le propriétaire est prêt à rester après la transition si c'est ce que souhaite l'acheteur.

### TARGET PRICE

\$24,000,000

### GROSS REVENUE

\$23,427,000

### EBITDA

\$10,575,000

### BUSINESS TYPE

Services

### FF&E

7 600 000\$ avec 2 600 000\$ de FF&E neufs achetés en 2022 !

### INVENTORY

\$980,000

### REASON FOR SELLING

Approche de la retraite et/ou poursuite d'autres intérêts

### COUNTRY

États-Unis

### BUSINESS ID

L#20240670

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