



Everingham & Kerr, Inc.

Merger & Acquisition Advisors focused on the Lower Middle Market

(856) 546.6655, Fax: (856) 546.2806
www.everkerr.com

Detailed Client Report – January 2025: For more information, contact admin1@everkerr.com

Below is a list of manufacturing, distribution, service and retail businesses available for acquisition followed by E&K's current acquisition search assignments. Please view the subsequent pages for more detailed information. In the case of “Businesses Available for Acquisition” E&K has been retained by the seller. Conversely, “Business Searches” are engagements where the buyer has retained E&K. Please contact us at admin1@everkerr.com if you are interested in obtaining more information regarding any of these clients.

Businesses Available for Acquisition (Seller Clients):

Manufacturing:

- Manufacturer of Environmental Monitoring Systems - 3343V
- NJ based Craft Brewery and Tasting Room (<\$1M Sales) - 3352V
- Custom Sign & Lighting Fabrication Company (\$7.6M Sales) - 3121V
- Manufacturer & Distributor of Linens and Uniforms (\$3.7M Sales) - 3223V
- New Residential, Senior Living Facilities and Apartment Construction Company (\$53M Sales) - 3208V
- Turn-Key Craft Brewery in Rhode Island (<\$1M Sales) - 3229B
- NY based Specialty High Precision Machine Shop (\$2.5M Sales) – 3204V
- NV based High-Precision Machine Shop (\$6M Sales) – 3192B
- Manufacturer of Recreational Products (\$2.2M Sales) – 3166B
- Plastic Thermoforming Manufacturing Company (\$1M Sales) – 3191V
- Luxury Skincare Brand – 3181V
- Plasmid DNA Technology & Manufacturing Company – 3176B
- Trademarked Premium Coffee Maker Manufacturer (\$1M Sales) – 3174V
- Fabricator and Distributor of Coated Abrasive Products (\$7.5M Sales) – 3147B
- Vineyard & Winery (\$1M Sales) – 3118V
- Precision Machining Parts Manufacturer (\$9M Sales) – 3073D

Distribution:

- Distributor of Specialty Food and Fragrance Chemicals (\$2.3M Sales) – 3059V
- Distributor of Niche Gaming & Promotional Products (\$4.6M Sales) – 2791V
- Cellular & Wireless Hardware Reseller (\$36M Sales) – 2799V
- Wholesale Distributor of CBD Products & Accessories (\$3.5M Sales) – 2966V
- Patented Drainable Threshold for Commercial Doorways (\$1M Sales) – 3533D

Service:

- NJ based Trophy and Awards Company (<\$1M Sales) – 3332B
- Septic Installation & Excavating Company (\$1.8M Sales) – 3342V
- Medical and Safety Equipment Sales and Services Company (\$1.3M Sales) – 3351V
- Engineering & Technology Services Company (\$1.5M Sales) – 2508V
- Commercial HVAC Contractor - Eastern PA (\$7.2M Sales) – 2909B
- Construction Materials Testing and Inspection Agency (\$3M Sales) – 3341V
- eCommerce Fulfillment & Third-Party Logistics Company (\$3.3M Sales) – 3226V
- Provider of Specialized Industrial & Commercial Piping Services (\$5.4M Sales) – 3142V
- Financial Institution Consulting Firm (\$3.7M Sales) – 3169V
- Industrial / Commercial Plumbing & HVAC Mechanical Contractor (MD based) (\$30M Sales) – 3083B
- NY based Commercial & Industrial HVAC Company (\$15M Sales) – 3173V
- VoIP and Communications Solutions Provider (<\$1M Sales) – 3225V
- Mail Survey Research and Fulfillment Services (\$1.2M Sales) – 3334V
- Indoor Cycling Studio (<\$1M Sales) – 3187B
- Family Tech/Personal Lifestyle Web and Mobile App – 3211V

- Equipment Leasing Company – 3199V
- Online Reputation Management SaaS Platform (\$1M Sales) – 3189V
- Clinical Research Trial Management Company – West Coast (\$1.6M Sale) – 3054B
- Workforce Training Company (\$1M Sales) - 2947D
- Residential & Commercial Excavating Contractor (\$22M Sales)

Business Searches Seeking (Buyer Clients):

- Pre-cast Products, Cement & Aggregates, Metals Fabrication, Recycling and/or any other General Industrial Manufacturing Company – 3201V
- Business Services, Healthcare Services, or Tech-Enabled Services – 3219D

Businesses Available for Acquisition (Seller Clients - Details):

MANUFACTURING

Manufacturer of Environmental Monitoring Systems

Manufacturer of Environmental Monitoring Systems located in the Mid-Atlantic Region. Specializes in environmental monitoring systems offering customizable, real-time data monitoring environmental sensors, such as temperature, humidity, differential pressure, water, O₂, current/power, and contacts. Assists businesses operating in heavily regulated industries in effectively managing environmental monitoring, auditing, and compliance. Utilizes advanced Cellular and Wi-Fi with wired and wireless sensor technology, cloud data management, and mobile-web monitoring. Products are tailored to businesses operating in heavily regulated industries such as forensics, healthcare, pharmaceuticals, agriculture, vaccines, and food service. Has acquired major GPO contracts among other high profile clients. Seeking a suitor that can assist with bringing the Company's products to the mass market (revenue to date has been minimal). Given the type of business, it can operate from anywhere in the US. (SIC Code 3829) – 3343V

NJ based Craft Brewery and Tasting Room (<\$1M Sales)

Craft Brewery and Tasting Room located in Southern New Jersey. Less than \$1M in revenue. A full production craft brewery with a tasting room featuring more than 15 taps. The tasting and beer garden can seat a total of more than 200 customers. The real estate is available as part of the overall transaction and is optional. Less than \$1M in revenue. (SIC Code 5813) – 3352V

Custom Sign & Lighting Fabrication Company (\$7.6M Sales)

Custom Sign & Lighting Fabrication Company located in the Mid-Atlantic Region. Full-service signage and lighting fabricator. Primary service areas include PA, NJ, DE, MD and VA. The real estate is available as part of the overall transaction and is optional. \$7.6M in revenue with \$1.3M of normalized EBITDA. (SIC Code 3993) – 3121V

Manufacturer & Distributor of Linens and Uniforms (\$3.7M Sales)

Manufacturer & Distributor of Linens and Uniforms located in the Mid-Atlantic Region. Manufactures and distributes linens and uniforms. Operates several e-commerce websites selling everything from chef apparel to tablecloths to bed linens. Also sells on Amazon. Has a dedicated division supplying the promotional products and ad specialty industry. \$3.7M in revenue with \$250K in EBITDA. (SIC Code 7213) – 3223V

New Residential, Senior Living Facilities and Apartment Construction Company (\$53M Sales)

New Residential, Senior Living Facilities and Apartment Construction Company located in California. Specializes in providing a diverse range of real estate products and services. Includes senior living facilities (assisted living/memory care/independent living), apartments, and residential production/custom homes. Typical customers are individuals and families seeking high-quality residential properties and business owners seeking general contracting services for the construction of apartments and senior living facilities. Positions itself as a company that delivers an uncompromised level of quality and sophistication to its customers, focusing on excellence in all its developments. \$53M in revenue with over \$5.4M in normalized EBITDA. (SIC Code 1522) – 3208V

Turn-Key Craft Brewery in Rhode Island (<\$1M Sales)

Whether you're looking to carry forward the established brand or launch your own, this brewery provides a solid foundation for success. Fully equipped with a 10-barrel brewing system and a modern, industrial-chic taproom, this facility is ready for seamless ownership transition. Continue the legacy of a well-regarded brand or repurpose the infrastructure for your own unique vision. Offers a variety of IPAs, lagers, stouts, fruited sours, and specialty beers, appealing to a wide range of customer preferences. The brewery recently launched a direct-to-consumer non-alcoholic beer line, leveraging an e-commerce platform that caters to growing consumer interest in this niche. Known for its engaging events, strong ties to the local community, and dedication to quality and creativity, the brewery enjoys a loyal customer base that values the craft

experience. This brewery represents a true turn-key opportunity, complete with an established customer base, efficient systems, and a reputation for innovation. Whether you're an experienced brewer or a first-time entrepreneur, this business provides everything needed to step into ownership with confidence. Less than \$1M in revenue and is slightly below breakeven on a normalized basis. (SIC Code 2082) – 3229B

NY based Specialty High Precision Machine Shop (\$2.5M Sales)

Specialty High Precision Machine Shop located in New York. Specializes in the production parts, custom machinery, maintenance / repairs, and welding & fabricating. The bulk of the work comes from medium volume CNC production and lathing work. The Company's focus has been on metal-forming machinery and machine tools. \$2.5M in revenue with \$425K of normalized EBITDA. (SIC Code 3599) – 3204V

NV based High-Precision Machine Shop (\$6M Sales)

High-Precision Machine Shop located in Nevada. Providing high quality precision manufacturing and advanced machining services for various industries. Extensive knowledge and experience fabricating simple to complex machined parts. Clients include local and federal government agencies, commercial OEMs, medical establishments, security companies, aerospace companies, industrial lock suppliers, automotive companies, clean energy companies and exploration firms. An ISO 9001:2015 certified company. FFL Licensed. NIST 800-171 and ITAR Compliant. HUBZone Certified. SAM (SBA) Registered. \$6M in revenue with \$800K in EBITDA. (SIC Code 3599) – 3192B

Manufacturer of Recreational Products (\$2.2M Sales)

Manufacturer of Recreational Products located in New England. Specializes in manufacturing bowling balls and industrial balls. The Company is the only USA manufacturer of Shift Knobs, Billiard Balls, Bocce Balls, Candlepin, Duckpin and Mini Bowling balls. Has been in the business for over 50 years. \$2.2M in revenue with \$700K in EBITDA. (SIC Code 5091) – 3166B

Plastic Thermoforming Manufacturing Company (\$1M Sales)

Plastic Thermoforming Manufacturing Company is located in the Mid-Atlantic Region. Specializes in thin gauge custom thermoforming. Manufacturer of custom packaging trays, blister packaging, clamshells, slide pack blister packages, and inserts and displays. Provides products to various industries including the electronic, medical, pharmaceutical, industrial and consumer markets. \$1M in revenue with \$200K of normalized EBITDA. (SIC Code 3089) – 3191V

Luxury Skincare Brand

Luxury Skincare Brand. It is a Virtual / Remote Business. A warm and welcoming luxury skincare brand that offers gentle, ecofriendly solutions to address skin inflammation and promote both skin and mental well-being. Co-founded by industry experts. The Company has revolutionized the skincare industry by harnessing the powerful anti-inflammatory benefits of Amazon-derived copaiba oil and merging the gap between beauty and mental health. The Company has invested its resources primarily in development activities and has not developed significant sales to date. Seeking a suitor or suitors that can assist with bringing the Company's groundbreaking products to the mass market. (SIC Code 5122) – 3181V

Plasmid DNA Technology & Manufacturing Company

A Synthetic Biology company focused on developing a highly productive pDNA manufacturing platform. pDNA is the starting material for all RNA and cell & gene therapies with a strong and growing market. E.coli is the only host organism used for pDNA manufacturing worldwide. Revenues for FYE August 31, 2024 will be 300% higher than FY 2023. Margins are 40-50%. The only bottleneck for explosive growth is the need for additional lab space. The industry is experiencing major pain points due to deficiencies of E.coli. The Company has produced the world's first non E.coli bacterial pDNA manufacturing platform that solves the pain points of E.coli based systems. It is 14X more productive and has 400X lower endotoxins than E. coli. Significant reduction in capital requirements for expansion by switching to the higher yield production of the Company's platform. Technology enabler for small to midsize biotech companies seeking a more efficient and cost-effective means toward commercialization. Advanced biomanufacturing solutions for plasmid DNA to overcome the existing bottlenecks, and make processes that are more robust, faster, cover a smaller footprint, and can handle genetic constructs for which E. coli struggles. The Company also provides CRDMO and plasmid DNA manufacturing services to clients. The Company has invested its resources primarily in technology development activities and has not developed significant sales or processes to date. Seeking a suitor or suitors that can assist with bringing the Company's groundbreaking technology and services to market. (SIC Code 2836) – 3176B

Trademarked Premium Coffee Maker Manufacturer (\$1M Sales)

The only UL approved residential and commercial built-in-the-wall coffee system on the market. The company also offers a plumbed-in space saving counter-top model for homes and small offices. Original design was one the first ever SCAA certified coffee brewer, the gold standard for measuring coffee brewing excellence. Products are assembled in the USA. Has also built a robust on-line platform which drives over half of its business. The Company's close relationships with factories promote consistent quality and innovation. There is an incredible opportunity to grow the business with a

relatively small capital infusion. The business has a Northwestern US address, but it can be relocated and operated from anywhere. \$1M in revenue and \$300K in normalized EBITDA. (SIC Code 5046) – 3174V

Fabricator and Distributor of Coated Abrasive Products (\$7.5M Sales)

Fabricator and Distributor of Coated Abrasive Products located on the West Coast. Leading fabricator and supplier of coated abrasive products. Fabricates and distributes abrasives, belts, sheets, rolls, discs and other abrasive items. Supplies its products to distributors in a range of end market applications including metal-working, wood-working, glass fabrication, MRO/maintenance, automotive, etc. Strong, established market presence. \$7.5M in annual revenue. (SIC Code 3999) – 3147B

Vineyard & Winery (\$1M Sales)

Vineyard & Winery located in New Jersey. Well-known family run vineyard and winery. Offers wine tastings, bottle sales, music, yoga, weddings, and other specialty events. The real estate and land are available as part of the overall transaction. Less than \$1M in revenue with \$160K of normalized cash flow. (SIC Code 2084) – 3118V

Precision Machining Parts Manufacturer (\$9M Sales)

CNC Contract Machine Shop manufacturing customer designed products from castings and bar stock in Aluminum, Cast Iron, Powdered Metal, Plastics and more. Privately owned, non-union, IATF 16949:2016 certified manufacturer that specializes in high quality, medium to large volume CNC machining of castings, forgings and more. Supplies precision and technically challenging parts to the automotive, military, medical imaging and material handling industries. Real estate facilities (65,000 sq. ft.) available for lease or purchase. The Company generates approx. \$9M in revenue with \$1.7M in EBITDA. (SIC Code 3599) – 3073D

DISTRIBUTION

Distributor of Specialty Food and Fragrance Chemicals (\$2.3M Sales)

Distributor of Specialty Food and Fragrance Chemicals. It is a Remote/Virtual Business. Specializes in the distribution of fatty acids, fatty acid esters and vegetable oils. \$2.3M in revenue with \$800K of normalized cash flow. (SIC Code 5149) – 3059V

Distributor of Niche Gaming & Promotional Products (\$4.6M Sales)

Distributor of Niche Gaming & Promotional Products located in the Mid-Atlantic Region. Distributor of niche gaming products including playing cards and gaming supplies; entertainment products including wristbands, tokens, and coins; promotional products including glassware, custom-printed playing cards, and other custom items; game part products including dice, pawns dominoes, spinners and more. Client base includes Fortune 1000 companies, cruise lines, fraternal organizations, country clubs, bars, restaurants, casinos, event planners, advertising agencies promotional planning companies, board game manufactures and educational product dealers. Long established operating history in the industry. Superior reputation among customers and suppliers. Over \$4.6M in revenue and \$1M in normalized EBITDA. (SIC Code 5092) – 2791V

Cellular & Wireless Hardware Reseller (\$36M Sales)

Cellular & Wireless Hardware Reseller located in the Southwestern U.S. Long and established track record in the wireless industry having been in business for over 15 years. Purchases and manages large stock liquidations from cellular carriers, service centers, and distribution centers. Re-markets and supplies a wide range of OEM wireless stock including cellphones, handsets, parts and related accessories. Customers include online cellular retailers and customers in the repair industry. Certified as an R2 Responsible Recycle business. \$36M in revenue with \$650K in cash flow. (SIC Code 5065) – 2799V

Wholesale Distributor of CBD Products & Accessories (\$3.5M Sale)

Wholesale Distributor of CBD Products & Accessories located in New Jersey. A Leader in 100% pure, American-grown CBD. Multiple distinct brands on the market. Products in over 8,000 stores through distributors and growing. B2B customers include C-stores, smoke shops, vape shops, gas station marts, etc. Strong eCommerce & Online Presence. Organically sourced CBD products supplied to the mass-market at a reasonable price. The first brand in the CBD industry to have FDA-registered GMP certifications. Has built a sophisticated ISO-certified, pharmaceutical-grade formulation and extraction labs. Also in the process of attaining its Class 3 Cannabis distribution license. \$3.5M in revenue with \$1M of normalized cash flow to the owner. (SIC Code 5999) – 2966V

Patented Drainable Threshold for Commercial Doorways (\$1M Sales)

Patented Drainable Threshold for Commercial Doors, SilGuard. Two Issued Patents: U.S. Utility Patent No. 11,230,875, U.S. Design Patent No. 952,904. Market Validation: Competitive market advantage, premium price point & proven successful applications in a wide variety of uses. SilGuard is the only ADA compliant drainable threshold for Commercial & Industrial Doorways: <https://invergelc.com/>. (SIC Code 5211) – 3353D

SERVICE

NJ based Trophy and Awards Company (<\$1M Sales)

Trophy and Awards Company located in New Jersey. One of a handful of companies that supplies installation services for cast plaques. Offer products through its website and retail showroom. Has the unique ability to provide personalized service to every client, from the smallest individual job to large corporate accounts. The real estate is available as part of the overall transaction and is optional. Less than \$1M in revenue. (SIC Code 5999) – 3332B

Septic Installation & Excavating Company (\$1.8M Sales)

Septic Installation & Excavating Company located in New Jersey. Provides a wide range of construction and contracting services including excavation, septic system installation and repair, sewer connections, site development, property and land clearing, grading, drainage and pipe installation. oil tank removal and environmental remediation. DEP New Jersey licensed to remove oil tanks, licensed and insured to remove petroleum-contaminated soil, and also has HazMat and OSHA certifications. \$1.8M in revenue with \$350K of normalized EBITDA. (SIC Code 4213) – 3342V

Medical and Safety Equipment Sales and Services Company (\$1.3M Sales)

Medical and Safety Equipment Sales and Services Company located in the Southwestern Region. Provides specialty therapy products, on-site scale calibrations, and annual preventative maintenance programs for organizations of all sizes. Client base includes nursing homes, rehabilitation hospitals and outpatient therapy clinics. Virtual / Remote business - Given the nature of the business, it can operate anywhere in the US. \$1.3M in revenue with over \$360K of normalized cash flow. (SIC Code 5047) – 3351V

Engineering & Technology Services Company (\$1.5M Sales)

A Maryland-based, International, scientific, engineering and technology company servicing both US and International customers. Domestic customers include all agencies of the U.S. Government. International customers include Swiss Government, European Utilities, European research organizations, etc. Copyrighted and trademarked software system. \$1.5M in revenue with \$500K in normalized EBITDA. (SIC Code 8711) – 2508V

Commercial HVAC Contractor - Eastern PA (\$7.2M Sales)

Commercial HVAC Contractor located in Eastern Pennsylvania. Clients are mostly commercial (95%). Service capabilities range from plan-and-spec, design-and-build, to preventative maintenance and service. Real estate is available as part of the overall transaction and is optional. \$7.2M in annual revenue with \$600K in normalized EBITDA. (SIC Code 1711) – 2909B

Construction Materials Testing and Inspection Agency (\$3M Sales)

Provides testing of construction materials (laboratory and on-site) and construction inspection on-site during construction as required by various governing agencies. Maintains a staff of well-experienced and certified technicians. \$3M in revenue with \$300K in normalized EBITDA. (SIC Code 7389) – 3341V

eCommerce Fulfillment & Third-Party Logistics Company (\$3.3M Sales)

Provides eCommerce fulfillment and third-party logistics. Services include climate-controlled storage, kitting, FBA/FBM, various marketplaces, pick/pack, storage, labeling etc. Offers worldwide service with extremely competitive rates and delivery times. \$3.3M in revenue. (SIC Code 4885) – 3226V

Provider of Specialized Industrial & Commercial Piping Services (\$5.4M Sales)

Provider of Specialized Industrial and Commercial Piping Services located in the Mid-Atlantic Region. Industrial, institutional and construction clients throughout a wide variety of industries. \$5.4M in revenue with over \$1.3M in EBITDA. (SIC Code 1711) – 3142V

Financial Institution Consulting Firm (\$3.7M Sales)

Financial Institution Consulting Firm located in Mid-Atlantic Region. Specializes in working and implementing programs with lending institutions throughout the U.S. Also works directly with business borrowers to provide customized financing solutions. Strong management team in place that will remain with the business. Given the nature of the business, it can operate remotely / virtually or in any area of the U.S. Generates over \$3.7M in revenue with over \$550K of normalized EBITDA and projects to increase that in 2025 to \$4.5M in revenue with \$1M of normalized EBITDA. (SIC Code 6162) – 3169V

Industrial / Commercial Plumbing & HVAC Mechanical Contractor (MD based) (\$30M Sales)

Industrial / Commercial Plumbing and HVAC Mechanical Contractor located in Maryland. Provides plumbing, heating, and air conditioning services within the immediate Maryland-Virginia-Washington D.C. metropolitan area. Project history includes mechanical systems for multi-family apartment and condominium projects, institutional

projects such as private school and church facilities, and medical and commercial properties including office buildings, office tenant fit-outs, hotels, banks, restaurants, and service retail projects. Steadily increasing percentage of service and maintenance revenue. \$30M in revenue with \$2.3M in EBITDA. (SIC Code 1711) – 3083B

NY based Commercial & Industrial HVAC Company (\$15M Sales)

Commercial & Industrial HVAC Company located in New York. Specializes in heating, ventilating, air conditioning, and other related services including building controls and indoor air quality. Mostly commercial and industrial customers (95%) with some residential customers (5%). The Company maintains service and maintenance contracts with over 400 customers. Customers are mostly in the tri-state area (NY, NJ, CT). \$15M in revenue with \$1.3M in normalized EBITDA. (SIC Code 3585) – 3173V

VoIP and Communications Solutions Provider (<\$1M Sales)

VoIP and Communications Solutions Provider. It is a Remote/Virtual Business (with a FL mailing address). Provides cloud-based communications to small-to-medium sized businesses and organizations. Helps businesses grow and expand by providing creative solutions to all their VoIP needs. Platforms include Cloud-Based, feature-rich Hosted PBX and Call Center platforms. Integration with all the leading CRMs and technologies. A one-stop solution for all business' telecommunication needs. Completely virtual/remote business (with a FL mailing address). \$550K in revenue with \$350K in normalized cash flow. (SIC Code 4813) – 3225

Mail Survey Research and Fulfillment Services (\$1.2M Sales)

Mail Survey Research and Fulfillment Services located in Midwestern US. Specializes in mail surveys. Offer services to customers working in a variety of industries and markets in the U.S., Canada, and Europe. Customer base is clustered around associations, publishing and media companies, market research firms, and a host of corporate clients. \$1.2M in revenue. (SIC Code 7331) – 3334V

Indoor Cycling Studio (<\$1M Sales)

Indoor Cycling Studio located in the Philadelphia Region. Offers diverse classes. The Company has its own app for download in both the Apple app store and Google play. Less than \$1M in revenue with over \$100K in cash flow. (SIC Code 7139) – 3187B

Family Tech/Personal Lifestyle Web and Mobile App

Family Tech/Personal Lifestyle Web and Mobile App. It is a Virtual / Remote Business (with a Florida mailing address). Technology platform for families and their advisors to securely store their vital information. Provides a secure platform for legacy planning from one generation to another. Offers a one-year or three-year subscription and is an affordable yet priceless family resource with a recurring revenue model. The platform offers a double-sided solution for families and their advisors that is highly secure and easy to use, helping families and their advisors organize plans and prepare for life events. Members can store legal documents, medical information, family recipes and photos, and create personalized family videos or recordings that shares heartfelt intentions. Advisors can securely exchange information with clients, increase revenue generating reminders and calendar alerts tailored to their client's needs, and foster family connections while boosting client retention. (SIC Code 7372) – 3211V

Equipment Leasing Company

Equipment Leasing Company located in New England. Offers equipment lease financing to supplement bank loans and cash purchases of equipment to local and national businesses. Provide excellent and prompt customer service, competitive lease rates and a simplified leasing process to meet customers' equipment acquisition needs. Completes transactions nationally for cities and towns and strong commercial credits. Has been in the business for over 35 years. \$300K in revenue with \$125K of normalized cash flow. (SIC Code 7359) – 3199V

Online Reputation Management SaaS Platform (\$1M Sales)

Online Reputation Management SaaS Platform located in Southern California. Leading healthcare management software platform for enhancing patient experiences. Serves individual providers, group practices, hospitals, and healthcare organizations. Clients include many long-term, repeat practices, including long-standing relationships with extensive and well-known organizations in the healthcare sector. Full-cycle services include review generation across major review sites, listing management, review management reporting, and experience analytics. Led by a dedicated team of talented technical and service professionals, and it has a strong reputation for consistently delivering high quality service. Can be operated virtually / remotely if desired. \$1M in revenue. (SIC Code 7371) – 3189V

Clinical Research Trial Management Company – West Coast (\$1.6M Sale)

Clinical Research Trial Management Company located on the West Coast. A full-service clinical research organization that offers a full spectrum of scientific, regulatory, clinical research operations and management, protocol development, patient recruitment, principal investigators, clinical trial and testing solutions. Specialize in trials and testing in all phases of development in both pharmaceutical and consumer products including medical devices. Clients include multi-national drug and consumer health product companies. \$1.6M in revenue with \$650K in normalized cash flow. (SIC Code 8731) – 3054B

Workforce Training Company (\$1M Sales)

Company provides software application and computer training solutions for corporations and government agencies that need to train its workforces in the efficient use of desktop applications as well as job-seeking individuals who are re-tooling to meet the needs of today's technology-oriented workplace. The Company generates approx. \$1.1M in revenue with \$450K in Cash Flow. (SIC Code 874) – 2947D

Residential & Commercial Excavating Contractor (\$21M Sales)

Premier site development company for commercial and residential developers. Also site improvements for warehouses / industrial applications. Company specializes in complete site development from clearing of land to finished paving for the developer including all underground utilities (storm sewer, sanitary sewer, water main, conduit for cable service, etc.). Services include clearing, earthwork, erosion control, retaining walls, culverts, paving, pedestrian bridges, site concrete, underground utilities, curbing, off-site utilities, roadway improvements, and flatwork. State-of-the-art software – and decades of experience – to thoroughly plan every phase of the job, so developers get accurate, reliable estimates of time and cost. Complete site development packages self-performing all of its own pipe installation and other underground utility work, so customers avoid the administrative hassle and delay of bringing in additional subs. Outstanding management team and well-experienced staff in place. Non-union workforce. Excellent future growth opportunities. \$22M in revenue with over \$3M of normalized EBITDA. (SIC Code 1794) – 3175D

Business Searches Seeking (Buyer Clients - Details):

Pre-cast Products, Cement & Aggregates, Metals Fabrication, Recycling and/or any other General Industrial Manufacturing Company

Our family office client is seeking to invest in or acquire a company that specializes in Pre-cast Products, Cement & Aggregates, Metals Fabrication, Recycling and/or any other General Industrial Manufacturing preferably with over \$3M EBITDA (although they may consider smaller acquisitions - Client #3201V

Business Services, Healthcare Services, or Tech-Enabled Services

Our private equity backed Buyer Client is seeking to acquire a company specializing in Business Services, Healthcare Services, or Tech-Enabled Services preferably East of the Mississippi and with approximately \$2M - \$10M in EBITDA - Client #3219D