

## Executive Summary

Topsail Capital Advisors is thrilled to present an exceptional opportunity to acquire a concrete business that is a prominent player in the cement and concrete product manufacturing industry, with a specialized focus on ready-mixed concrete. Founded in 2001 and headquartered in Arizona, the company has built a legacy of over 20 years of successful operation, establishing itself as a trusted provider of high-quality concrete products to a diverse clientele in Arizona's construction landscape.

With a solid foundation in nonmetallic mineral product manufacturing, they have become a reliable partner for both large-scale and smaller construction projects. The company's success is attributed to its consistent commitment to product quality, dependable service, and an in-depth understanding of industry dynamics. These strengths have cemented its position as a local leader in Arizona and the surrounding areas, where its reputation is supported by strong community ties and longstanding relationships with local contractors and developers.

They have demonstrated a keen ability to adapt to market shifts over the years. This adaptability, backed by two decades of operational experience, has allowed the company to navigate changes in the construction industry while maintaining steady growth and customer loyalty. Their expertise in ready-mixed concrete enables them to cater to the specific needs of various projects, whether for residential, commercial, or public infrastructure.

The company's commitment to quality and reliability has made it an integral part of Arizona's construction sector. Their dedication to high standards and client satisfaction, coupled with their extensive knowledge of the regional market, continues to position them as a key partner in meeting the growing demand for durable and versatile concrete solutions in both urban and rural projects across the region.

- Revenue: 2022: \$5,865,682 | 2023: \$6,170,855 | August 2024: \$4,255,173 | Projected 2024: \$6,382,760
- EBITDA: 2022: \$1,234,990 | 2023: \$1,176,971 | August 2024: \$1,130,239 | Projected 2024: \$1,681,133