

Executive Summary

Project Hardhat

Company Overview

The Company is located in Southern California and provides general labor, clean-up services and equipment rentals to the construction industry. The Company serves Los Angeles county and surrounding areas and specializes in providing high-quality general non-union labor services both on a short-term or long-term basis. The Company invests in its recruiting and retention programs, including strict hiring process and standards, a well-developed onboarding platform, which includes robust safety training, all before any worker steps foot on a job site. The Company leveraged its outstanding reputation for quality and service into contracts with some of the largest general contracting firms in the country. The Company is in an excellent position to seize new opportunities and explore further growth both inside and outside of Southern California.

Selected Financial Data

	<u>12/31/18</u>	<u>12/31/19</u>	<u>12/31/20</u>	<u>12/31/21 (est.)</u>
Net Sales	\$6,042,000	\$7,835,000	\$9,332,000	\$10,929,000
Adjusted EBITDA	\$1,003,000	\$1,151,000	\$1,550,000	\$1,783,000

Services

The Company specializes in the following services and capabilities:

- General Labor
 - Fully insured
 - Safety trained and certified
 - Bilingual (English and Spanish)
 - Customer service focus
 - Non-union
- Cleaning Services
 - Quickly Mobilized
- Specialized Equipment Rental
 - Manages the rental process
 - 24 Hour Call Response
 - Water Trucks (discontinued 2021)

Customers

The Company's founders have over 25 years of experience in the construction industry and have leveraged their relationships to serve over 20 clients and provide their services at over 40 job sites. The Company has an employee pool numbering over 135 individuals, with an extensive resume of capabilities both in general construction labor and project clean-up. The Company has established a reputation in the industry by consistently providing quality general labor, being customer and safety focused, with high accountability, all at a competitive price.

For Further Information

All communications, inquiries, and request for information regarding materials should be addressed to Hedman M&A Advisors. Please direct all inquiries to:

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