BRENTWOOD GROWTH

Case Study

Brentwood Growth Helps Facilitate Sale Of Prominent Florida Commercial Roofing Company

About the Sellers

Hamilton Roofing, Inc. (“Hamilton” or the “Company”) is a leading commercial roofing and sheet metal company that has been servicing Florida’s Space Coast and surrounding states for over 40 years. It serves both private and public sectors out of its facility at 4000 Old Dixie Highway, Malabar Florida 32950.

* The Company was founded in 1968 by Kenis Hamilton in Detroit, MI. In 1983, Kenis’ son, Tony (current owner) opened the current location in Malabar, FL.

* After opening up commercial expertise with successful Air Force and Cape Canaveral contracts, Tony took over the business in 2000.

* Today, the Company generates the majority of its revenue from providing re-roofing services to commercial, institutional, and municipal buildings. New construction represents <15% of annual revenues.

Results

The collaboration with Brentwood Growth led to a successful and rewarding sales outcome. Brentwood Growth's initial valuation was accurate, and the competitive process they managed resulted in a final sales price that exceeded expectations. Brentwood Growth provided invaluable expertise and guidance throughout the entire process, from valuation to managing due diligence and the legal aspects of the sale. Its involvement ensured that the process was thorough and aligned with Tony and Dawn's expectations and financial goals.

What The Seller Had To Say

Clarity and Value

“Steve was very thorough in explaining the process and what we could expect. He helped us through every step, explaining what was needed and why. His expertise and advice were invaluable to us, and we are grateful to Brentwood for helping us through this process."

Role of a Broker/Advisor

"We may have been able to sell the company on our own, but we never would have received the price we sold it for without the help and guidance of Steve and Brentwood. Yes, there is significant value in using a broker/advisor. It is helpful to have a team of people with experience to guide you through the process."

Uniqueness of Brentwood Growth

"We feel that Brentwood provides much more support than a typical broker. Steve assisted by reviewing our current financial information and processes and advising on the types of information and questions a potential buyer would be looking for or asking. We made significant changes to our in-house processes to make reporting more efficient for ourselves."

Overall Experience

"We never could have completed this sale without the expertise, guidance, patience, and support we received from Steve and Brentwood. Other than having Steve move in with us and work in the company day-to-day, I don't know what else he could have done."

"We are very happy that we decided to go with Brentwood, as the experience its employees bring to the table is invaluable."

About Brentwood Growth

Brentwood Growth assists home service and facility management business owners wanting to sell all or part of their business. We assist in valuation, transaction structure, marketing the business, leveraging our network of institutional buyers and managing due diligence / legal process to close.

Our fees are 100% performance-based paid at close of transaction.

Our experienced advisors offer comprehensive business valuation services, combining financial and operational expertise with a deep understanding of business ownership and company acquisitions. We have also been on the buy and sell side of many transactions.

This blend brings knowledge, experience, and value to a sale, purchase, or consulting relationship.

Schedule a complimentary business valuation consultation with one of our trusted advisors.

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