



Carpenter Hawke & Co.

## OPPORTUNITY TO ACQUIRE A COMMERCIAL PARKING SOLUTIONS COMPANY

### Investment

This innovative parking services company has built a footprint spanning 100+ urban areas across the U.S. and Canada. The Company serves over 2,800 unique customers, majority are long-term clients in the transportation and shipping industry.

Features of the Company's business model driving its success include:

- Portable, tech-enabled operation that can be operated from anywhere.
- Established national network of local agents able to serve virtually any market.
- High-margin business model and low expansion costs.
- Loyal commercial customer base – strong relationships lead to repeat business for a decade.
- Nationally recognized brand, SEO-advantaged URLs plus over a dozen domains for ancillary services.

### Market

There is significant untapped market opportunity among commercial parking users who are not yet aware of the Company's outsourced solution. Growth opportunities include:

- Entry into new geographic markets.
- Container-Related Solutions.
- Construction Parking Services.
- Municipal Market Partnerships.

### Financial

Revenue for 2021 is expected to exceed \$1.7 million with \$595,525 in Adj. EBITDA, a 35% Adj. EBITDA margin.

The Company has realized a 3-year CAGR of 13.2%. Management expects a return to 10% or better growth in 2021, contingent on the speed and magnitude of a nationwide recovery from Covid-19. Going forward, management believes Adj. EBITDA margins of 35% to 40% are achievable.

### For more information

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