

Guilford Group Case Study



Hamilton Roofing Transition Strategy Plan

Hamilton Roofs is a leading roofing contractor near Cape Canaveral, Florida with a formidable reputation for quality work. They specialize in Military and Government installations.

Overview

Hamilton was looking to transition from a 'mom and pop' operation to a 'professionally run enterprise'. By introducing systems and procedures, as well as documented plans and growth strategies, the company was ensured to grow to twice the size in 3 years while maintaining profitability. The owner was looking to sell at a price over \$4M, and our processes lead to offers of \$6M. The owner decided to continue growing, however.

Core Business Processes Involved:

- Created and organization structure with well-defined roles and reporting patterns
- Financial reports and controls
- Diversified Market to include new sectors
- Business planning tools and documentation with a five year forecast
- Defined metrics for each area of activity and created a performance dashboard

