



BPRW Drywall, Inc.

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Executive Summary

Who We Are: BPRW is a drywall and metal framing specialty contractor based out of Stockton, CA. We primarily do new, large, multifamily construction in the greater San Francisco Bay Area and have been in business for twenty one years. Our estimated yearly revenue is \$40 million, with approximately \$6 million in profit.

Mission and Vision: BPRW Drywall, we value our clients and commit to providing the highest standards of quality workmanship. We value the importance of being ethical, professional, honest and open with subcontractors, vendors, partners and employees. BPRW pride ourselves on our accomplishments and pledge to build on them every day.

Management and Operations: Our company's management team is excellent in customer relations and taking care of our customers to provide the best service possible. Our operations team can professionally handle any project to execute the owners vision efficiently.

Market and Customers: The new residential construction market in the Bay Area has seen growth in the past 10 years due to the tech growth in the area. We predict this to continue for a few more years before the market shows down. Our main customers JMI, SBI and the Hanover company while having high expectations for products can trust BPRW to provide an exceptional product.

Marketing and Sales: Our marketing and sales goals are to: Identify how much revenue we need to generate from marketing efforts, determine how much sales we need to meet our revenue goal, accurately track our progress, set a timeframe, empower employees to become brand ambassadors and leadership.

Competition: BPRW top competitors are Rockwell Drywall, S & S Drywall and ADCO Drywall. While competing in the same market each of these companies specialize in various offshoots allowing BPRW to have minimal competition with them.

Your Goals & Strategies: Our goals and strategies are: 1) Study and learn from after action review to improve future bidding and project management within 3 months of project completion. 2) Lower EMR from .98 to .75 within 3 years by increasing safety meetings. 3) Increasing community and business relationships quarterly over 3 years by hosting Charity, Sponsorships and Scholarships.

Financial Projections and Plans: We have two financial plans: 1) Increase profit margins by 1% every quarter until we achieve a 5% profit margin increase at the end of a project. 2) Increase revenue by 5 million dollars per year over the next 5 years.

Committed to Excellence for over 20 years