

# TIM WOODWARD

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## *Target Statement*

**Operator looking to acquire an evergreen business generating \$300K - \$1.5M EBITDA located in BC, Alberta, or online (ecommerce).**

Industry agnostic with interest in the industrial, education, business, eco, and recreation sectors.

## Value Proposition

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As the founder of a successful company, I bring a wealth of experience and a proven track record of success to the table. My analytical and methodical approach, honed by my background in engineering, allows me to quickly identify opportunities and create solutions to streamline steps, enhance communication and elevate financial performance. I come from a family business where ingenuity, integrity, and teamwork are just a few ingredients that have made the company thrive. I am a skilled operator and I have a passion for taking on small businesses with steady performance and realizing their true growth potential through operational and strategic improvements. With an extensive team of seasoned M&A advisors, mentors, partners, accountants, lawyers, and bankers I am ready to execute on an opportunity quickly.

## Areas of Expertise

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- Project and Financial Management
- Leadership
- Operations
- Strategic/Visionary Planning
- Continuous Improvement
- Marketing Strategy
- Relationship Building
- People Management
- Procurement, Third Party Relationships
- Quality Assurance & Control

## Achievements & Impact

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- Co-founded a startup company which has doubled in size each year since launch.
- Constructed a 6000ft<sup>2</sup> manufacturing facility for his first company.
- Take a company from negative earnings to over \$500k EBITDA in 2 years.
- Successfully delivered a \$100M construction project in the role of Project Manager.
- Coached leadership team through the “EOS” to establish vision, targets, and processes.
- Recently successful in the procurement of \$6M in new contracts.
- Lead teams of 20+ multidisciplinary professionals to complete projects.
- Successful in achieving large COR safety recognition for Cortez Construction.
- Reviews financial statements and strategic plan with owners; established reviews as a priority.
- Achieved rapid career success from Engineering into ownership and leading a business.

## Professional Experience

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### General Manager

Mar 2021 – Present

Cortez Construction Ltd.

Manage business operations and planning which includes project management, monitoring financial forecasts, sales, and leading status meetings with owners. Establishes improvements to infrastructure across various areas in the business to improve the operation of the organization. Currently managing projects up to \$5M in size.

### Founder

Nov 2018 – Present

Woodward Cider Co.

In the first year of business, launched and managed the startup of the company. Managed cash flow, forecasting, strategic/business planning, procurement, brand development, marketing and operations. Involved in strategic planning, capital purchase approvals, promotional events and annual meetings. Currently leading the organization through the Entrepreneurial Operating System (EOS) to establish our vision, targets, and processes. Recently completed a 6000ft<sup>2</sup> manufacturing facility.

### Consultant Project Manager, Professional Engineer

Mar 2019 – Mar 2021

McElhanney Ltd.

Delivered projects up to \$5M including engineering design, permitting, tendering, and construction inspections. Lead teams of 20+ professionals.

### Project Manager, Engineer in Training

May 2017 – Mar 2019

Sigfusson Northern Ltd.

Managed a \$100M earthworks project where responsibilities included contract management, production tracking, daily coordination meetings with client, and leading survey, clerical, quality, and safety teams.

## Certifications & Education

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Buy Then Build Acquisition Lab

Engineers and Geoscientists of BC, Professional Engineer Designation

University of British Columbia, Bachelor of Science in Mechanical Engineering

## Financing Plan

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All opportunities require financing through the seller and/or commercial lending.

Deals requiring <\$150,000 in down payment will be financed personally and with family.

Deals requiring >\$150,000 in down payment will be financed with one of my partners.