

## **Business Overview: Borderland Development / Ollivier Custom Luxury Homes**

**Company Name: Borderland Development / Ollivier Custom Luxury Homes (BLD / OCLH)**

### **Business Description:**

BLD / OCLH is a construction company with over 15yrs of experience specializing in the design, development, and construction of high-end residential properties. We cater to discerning clients seeking exclusive, tailor-made homes that exude sophistication, elegance, and cutting-edge architectural innovation.

### **Mission Statement:**

Our mission is to transform our clients' visions into extraordinary living spaces by delivering exceptional craftsmanship, unparalleled attention to detail, and personalized service. We strive to set new standards in luxury home construction, ensuring each project is a testament to superior quality and timeless beauty.

### **Services Offered:**

1. **Custom Home Design and Construction:** Bespoke home building services that encompass everything from initial concept to final completion.
2. **Architectural Planning and Interior Design:** Collaboration with leading architects and interior designers to create cohesive and stunning home environments.
3. **Renovation and Remodeling:** High-end renovation services that elevate existing properties to new heights of luxury and functionality.
4. **Land Acquisition and Development:** Assistance with the acquisition and development of prime real estate locations.
5. **Smart Home Integration:** Incorporation of state-of-the-art home automation systems for enhanced convenience, security, and energy efficiency.
6. **Sustainable Building Solutions:** Commitment to eco-friendly practices and materials to create sustainable, energy-efficient homes.

### **Target Market:**

Our target market consists of affluent individuals and families, including business executives, celebrities, and high-net-worth individuals, who seek bespoke living spaces that reflect their lifestyle and status. We also cater to investors in the luxury real estate market looking for superior construction quality and return on investment.

## Competitive Advantage:

- **Expertise and Experience:** A team of seasoned professionals with decades of experience in luxury home construction.
- **Quality Craftsmanship:** Commitment to using the finest materials and employing meticulous craftsmanship in every project.
- **Personalized Service:** Tailored services that address the unique preferences and requirements of each client.
- **Innovative Design:** Cutting-edge architectural and interior design solutions that set trends in the luxury housing market.
- **Project Management Excellence:** Streamlined project management processes ensuring timely and within-budget project delivery.

## Notable Projects:

- **Jardines Del Valle Estates El Paso TX:** Responsible for building 90% of a sprawling west side community consisting of Spanish and modernist home designs.
- **Parade of Homes El Paso TX:** An opulent home characterized by modern architecture, grand living areas, and smart home technology.
- **Franklin Mountain Home El Paso TX:** A luxurious mountain hideaway with sustainable construction, panoramic views, and bespoke interiors.

## Strategic Partnerships:

We partner with renowned architects, interior designers, real estate agents, and suppliers to deliver exceptional homes. Our network includes top industry professionals who share our commitment to excellence and innovation. In addition, we have partnerships in place with Swan Rose Holdings LLC in Colorado and Mayan Industries LLC in Texas and New Mexico to provide strategic energy efficiency building consulting (Swan Rose LLC) and residential solar energy installation and commercial solar farm developments alliances (Mayan Industries LLC) as we launch our PACE builder programs in the states of Texas, New Mexico and Colorado.

## Financial Health Overview:

BLD / OCLH is committed to maintaining robust financial health to ensure sustainability and growth. Key financial highlights include:

- **Revenue Growth:** The company has experienced consistent year-over-year revenue growth, with an average annual increase of 15% over the past five years. This growth is driven by a steady influx of high-value projects and an expanding client base.
- **Profit Margins:** Our profit margins remain strong, averaging 20%, reflecting our efficient cost management and premium pricing strategy.
- **Cash Flow:** BLD / OCLH maintains a healthy cash flow, ensuring timely project execution and the ability to invest in new opportunities. Our operational cash flow is positive, supported by effective collection of receivables and prudent expense management.

- **Debt Management:** The company has a low debt-to-equity ratio, indicating prudent financial leverage and a strong equity base. This conservative approach to debt ensures financial stability and flexibility.
- **Investment in Innovation:** A significant portion of our profits is reinvested into research and development, ensuring we stay at the forefront of construction technology and design trends.
- **Client Payment Security:** We utilize escrow accounts for client payments, providing assurance of funds availability for project completion and protecting client investments.
- **Current Work Contracts:** We are currently working on 13 custom luxury homes in El Paso and NM with a gross receivable value of approximately \$19,500,000.00 USD with a net profit projection over the next 9 months being just shy of \$4million USD.

### **Vision for the Future:**

BLD / OCLH aims to expand its footprint in PACE commercial builds in the states of Colorado, New Mexico and Texas as well as expanding our luxury home market in these same aforementioned locations by continually pushing the boundaries of design and construction excellence. Our vision is to stay the leading name in luxury home building, known for creating iconic residences that stand the test of time.

### **Contact Information:**

- **Website:** [www.olliviercustomhomes.com](http://www.olliviercustomhomes.com)
- **Phone:** (915) 276-9144
- **Email:** [info@olliviercustomhomes.com](mailto:info@olliviercustomhomes.com) & [adolfo.bernal.vega@gmail.com](mailto:adolfo.bernal.vega@gmail.com)
- **Office Address:** 6006 N. Mesa St Suite 308 El Paso TX 79912

### **Conclusion:**

BLD / OCLH is dedicated to building extraordinary homes that reflect the aspirations and lifestyles of our esteemed clients. Through our unwavering commitment to quality, innovation, and personalized service, we create living spaces that are not just homes, but legacies for generations to come. Our strong financial health ensures that we can continue to deliver on our promises and pursue growth opportunities in the luxury real estate market and commercial PACE builder segments.