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A conference room with a table and chairs

Description automatically generated

**FOR SALE:** An exceptional opportunity to acquire a well-established company operating in the B2B electrical contractor market. With 41+ years of experience, through 2 generations of management, this company has stood the test of time.

#### This opportunity is for someone to own their own future and/or to use this company:

**** to increase their penetration in the company’s current trade area.**

** to use this company to enter a new geographic trade area.**

**to increase Revenue & Profits in a growing “space”: “Tenant Fit-Out” in commercial and retail buildings.**



**The reader of these KPI’s should understand that this has been and is, by intent, a “FINANCIALY MANAGED,” “LIFESTYLE STYLE COMPANY” with significant upside potential. Contact us to understand this statement.**

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| --- | --- | --- | --- | --- | --- | --- |
| **KPI’s:** | Actual FYE: | Actual FYE: | Actual FYE: | Actual FYE: | Actual FYE: | Est FYE: |
|  | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| Revenue | $ 27,593,482 | $ 28,537,213 | $ 19,831,968 | $ 19,884,563 | $ 20,240,298 | $ 19,815,091 |
| Net Income | $ 723,649 | $ 191,498 | $ 1,666,780 | $1,716,704 | $ 47,350 | $ 2,658,683 |
| EBITDA Unadjusted | $ 799,534 | $ 279,124 | $ 1,762,959 | $ 1,807,808 | $120,752 | $ 2,719,081 |
| EBITDA Adjusted | $ 2,943,567 | $ 3,097,251 | $ 3,697,600 | $ 2,579,812 | $ 3,225,241 | $ 3,141,085 |
| Net Income | 2.6% | 0.7% | 8.4% | 8.6% | 0.2% | 13.4% |
| EBITDA Unadjusted | 2.9% | 1.0% | 8.9% | 9.1% | 0.6% | 13.7% |
| EBITDA Adjusted | 10.7% | 10.9% | 18.6% | 13.0% | 15.9% | 15.9% |

### The Essence of the Opportunity:

**Why for sale:** The Founder / Owner is ready to retire.

**Business Model:** Specialty Electrical Contractor: Tenant “Fit-Out” company working in commercial & retail buildings, in new buildings & in retrofit “space” as a “one-stop-shop.”

This company also has a rapidly growing, special electrical installation capability: a Sensitive Compartmented Information Facility **(SCIF**) Build-Out *for companies like: CACI, Cisco, Arete, Tri-Sept, SAIC, Raytheon, Oracle, Riverside Research*. Increasing wanted by Commercial and Gov-Con companies that are concerned about classified &/or highly confidential information.

**Location:** Mid-Atlantic. Currently single state. Easily grow in close-by, multi-states.

**This is a Union Contractor:** Works with The Electrical Alliance & member of NECA.

**This company has earned multi-year working relationships with the 1st Rate General Contractors.**

Names provided in the CIM (Confidential Information Memorandum) covered by a fully executed MCA/NDA.

**Financially sound & has stood the test of time:** This is a 41+ year company that has managed through two (2) generations.

**Growth Opportunity:** For years this has been and is a “Managed Revenue & Profitability,” “Lifestyle Company” with demonstratable growth opportunities. We urge you have a discussion with us about why this is a Growth Opportunity.