

ACQUISITION OPPORTUNITY

Client Reference: #CAG2505



Premier Insulation and Energy Efficiency Contractor in New England

Highlights

- Consistent Pipeline through relationships with energy service companies (ESCOs) and the Mass Save and Energy Wise Programs
- Top-ranked contractor within the Mass Save and EnergyWise programs.
- Increasing demand for commercial program work, which will improve margins
- Invested in people and systems over the past 3 years, which support 50-100% growth without significant incremental overhead costs
- Ability to replicate service with similar utility savings programs in CT, ME, NH, VT, NY, and NJ.
- Growing margins in the last three years
- Strong name recognition and demonstrable customer satisfaction

Financial Summary (June TTM)

\$5.3M
Sales

\$1.7M
Gross Profit

32.6%
Gross Margin

\$671K
Normalized EBITDA

12.6%
Normalized EBITDA Margin