

**The Firm Business Brokerage**

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**ID#: SER043**

**FOR SALE: Electrical Contractor w/ 4M in Upcoming Work**

*40+ years in West PA serving 3 states with an Electrical Engineer on staff!*

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| Financial Overview  **List Price: $1,063,000**  **Gross Sales**  **2016 - 2017:** $3,463,515  **2015 - 2016:** $3,010,156  **2014 - 2015:** $3,604,478  **Owner Profit/Cash Flow**  **2016 - 2017:** $273,992  **2015 - 2016:** $142,168  **Multiple:** 3.88  **Valuation:** 16/17Cash Flow x Multiple = Price  $273,992 x 3.88 = 1,063,089  **Sales Breakdown:**   * Construction – 56% *(new/remodel)* * Commercial Service Work – 16% * Energy/Residential Service Work – 28% |  | Funding Example  **Purchase Price: $1,063,000**  *15%* **Buyer Down Payment:** $159,450  *10%* **Seller Financing:** $106,300  *75%* **Bank Loan:** $797,250  *A bank loan would be fully collateralized by assets.*  Description  For over 40 years in western Pennsylvania, this electrical contractor has been servicing the area’s commercial and industrial businesses with new construction projects, design build engineer services and more. On staff are 30 full-time employees. The business has distinguished itself with on time and on budget completions, and has developed an outstanding apprentice program.  Offices and a warehouse are housed in a 15,000-sq. ft. facility with a loading dock and overhead doors.  Electrical services include electrical construction, design build services, electrical maintenance and more. Over half of revenue comes from construction jobs, with other services sharing the remaining mix. Please note that the in-house Engineer is qualified to obtain a Master Electrician’s license.  The company maintains steady work in the area, but growth opportunities are possible outside the existing 50-mile radius typically covered in the past. These include construction project opportunities in Pennsylvania, Ohio and New York, if current licensing is updated. As a long-standing Associated Builders & Contractors member, additional construction sales are available.  This business has 4M in upcoming work for 2018!  Next Steps  For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage’s professionals at 402.998.5288 or email [Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com). |
| Assets Included in Purchase: $1,021,212  **Equipment:** $164,875 – trailers, scissors lifts, ladders, scaffolding, drill units and more  **Vehicles:** $62,500 – 9 Chevy Cargo Vans, 1 Ford Transit  **Inventory:** $126,635  **A/R:** $579,326  **Retainage Receivables:** $87,876  **Upcoming:** 4M in upcoming work |  |
| Business Information  **Years in Business:** Over 40  **Location:** Western PA  **Service Area:** Pennsylvania, Ohio, New York  **Clients:** 100’s on a continual basis  **Services:** Electrical construction (new & remodel), design build services, electrical maintenance, and energy  **Building:** 15,000 sq. ft.  **Reason for Selling:** Retirement  **Employees:** 30  **Seller Training Period:** Seller will transition while Electrical Engineer obtains Master’s license  **Growth Opportunities:** Electrical construction beyond a 50-mile radius. Development of current experience in special systems and services contracts.  **Current Owner’s Responsibilities:** Sales & employee management. Seller is **not** an Electrical Engineer. |  |
|  | Last Revised ETB 3/18 | |
| ***- CONFIDENTIAL -*** | | |
| *The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.* | | |