

FOR SALE: Electric Firm focused in Public Transportation – Seller will hold 25%

Municipalities are the primary client and will flourish under new Infrastructure!

Financial Overview

List Price: \$14,250,000

Gross Sales

2021	2020
\$23,423,184	\$20,269,039

Cash Flow

2021
\$3,366,766

Valuation: Cash Flow x Multiple = Valuation
 \$3,366,766 x 4.25 = \$14,308,755

Assets Included in Purchase: \$5,898,000

Machinery & Equipment: \$616,000 **Vehicles:** \$1,698,000

Office Furniture & Software: \$225,000

Working Capital: \$3,359,000 = A/R: \$7,026,000 – A/P: \$3,667,000

Work in Progress: 13 contracts, which will produce \$28M

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2012

Location: 3 offices, 2 in Washington and 1 in Oregon

Lease: Total square footage 19,823 sq. ft. of both office and warehouse space

Service Area: Washington and Oregon

Services: Electrical Infrastructure Contracting including: designing, drilling, installing, repairing, and maintaining above ground and underground public transportation systems including work on rail, streetcar, commuter rail, traffic lights and systems, cabling, lighting, communications, and more.

Clients: Primarily Municipalities

Reason for Selling: Strategic growth.

Personnel: 50+ Including a CFO, VP and Superintendent, 1 Senior Director of Project Managers, 5 Project Managers, 11 Electrical Foreman, 17 electricians and apprentices, railroad maintenance staff, 7 Administrative Employees, equipment operators, and warehouse drivers.

Seller Training Period: Current owner plans on staying with the business after sale for 3+ years and will carry and/or roll equity and is counted for in adjusted cashflow.

Growth Opportunities: Expand geographic service area, specifically into Texas and Colorado.

Current Owners' Responsibilities: Actively handles oversight

Funding Example

Purchase Price: \$14,250,000

75% Buyer Down & Bank Loan	\$10,687,500
10% Seller Financing	\$1,425,000
15% Equity Roll (If Desired by Buyer)	\$2,137,500

Description

Established in 2012, this public works infrastructure business operates out of 3 strategically placed locations and offices; 2 of which are in Washington, and 1 in Oregon to allow them to maximize the level of municipal contracts they are able to accept within their service area. Their team includes 50+ members including a CFO, VP and Superintendent, 1 Senior Director of Project Managers, 5 Project Managers, 11 Electrical Foreman, 17 electricians and apprentices, railroad maintenance staff, 7 Administrative Employees, equipment operators, and warehouse drivers many of which they hired due to their positive relationship with their union (in this region, the union is the ONLY way to work on public opportunities). Their extensive list of services within their transit niche include designing, drilling, installing, repairing, and maintaining above ground and underground public transportation systems. They work on rail, streetcar, commuter rail, traffic light, cabling, lighting, and communications systems. The company has a primary client base of municipalities and the primary general contractors who serve them and currently has 13 contracts, which lands their current working progress total at \$28 million. The purchase of this business comes with \$5.9M in assets including vehicles and equipment, along with working capital of \$3M+!

Priced at \$14,250,000, the seller is willing to carry 10% and do an equity roll for another 15% to show good faith in the ongoing success of the company. The current owner is looking for a buyer to handle this continual growth as well as to ensure the business is maximizing on its multitude of opportunities. This establishment, and any potential new ownership, has a new opportunity for focused growth with the recently passed US Infrastructure Bill. There have been multiple infrastructure packages discussed, planned, and/or approved in the area related to public transportation which should be coming to fruition in the near future, creating ongoing opportunities for this business.

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Last Revised BV 10.25.2022