

FOR SALE: Electrical Shop for Municipalities with 20 Million in Backlog

Only \$450,000 Down, Comes with \$2.6 Million Working Capital!

Financial Overview

List Price: \$4,420,000

Gross Sales

2022 Ann.	2021	2020	2019
\$11,989,250	\$12,414,195	\$26,059,217	\$16,105,753

Cash Flow

2022 Ann.	2019
\$1,015,788	\$997,742

Valuation: 2022 Cash Flow x Multiple = Valuation
 \$1,015,788 x 4.2 = \$4,266,309

2023 Backlog: \$20,200,000

Assets Included in Purchase: \$2,945,000

Vehicles: \$60,480

Equipment: \$249,131

Working Capital: \$2.635M (AR \$3.2M – AP \$565K)

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

Business Information

Recession Resistant: With the thought of a “recession” looming, this company will be growing, as the newly passed Infrastructure Bill will directly impact this company’s revenue and shield them from economic downfall.

Personnel: 5 office staff and 20 electricians

Services: Electrical services such as lighting, systems installation, and power. They are a value-added reseller and handle electrical installation but are not general contractors.

Service Area: 5 Boroughs of NYC

Location: NYC, NY

Year Established: 1993

Clients: Prime Contractors specializing in government work.

Reason for Selling: Terminally ill spouse

Current Owners’ Responsibilities: General oversight of business

Seller Training Period: 1 year, will maintain 20% equity if desired by buyer.

Lease: 3000/sq ft office and 2 large warehouses

Funding Example

Purchase Price: \$4,420,000

Buyer Down Payment	\$450,000
Seller Earn out	\$500,000
Debt absorption (3 loans total)	\$3,420,000

- **Buyer receives \$2,635,000 in Working Capital**
- **No bank loan needed just debt absorption**

Description

Established in 1993 and located in NYC, this business operates in all five boroughs consistently offering competitive pricing to obtain both small and large projects. This Commercial Electrical Contracting company focuses on System Installation & Power for municipal projects. This company’s backlog for 2023 currently stands at \$20.2Million with a Working Capital valued at \$2.9Million. No bank loan is needed to finalize this deal, the seller asks that the new owner would absorb the 3 loans already in existence. The buyer would receive \$2,635,000 in Working Capital as a part of the assets of the business, this will make a notable difference in offsetting the debt absorption associated with the purchase. Their services include lighting, power, access control, fire alarms, analytics, system installation, and security systems. This industry leading team works with electrical contractors and large company buildings as well as transportation businesses specializing in rail, bus, and elevator services. With the thought of a “recession” looming, this company will be growing, as the newly passed Infrastructure Bill will directly impact this company’s revenue and shield them from economic downfall. The current office space is 3,000 sq. ft. with 5-office staff that handle operations and client relations with 2 additional warehouses with over 20 tradesmen.

They specialize in establishing BIM contracts for clients using industry-based software. Using these tools to make the design and installation of electrical projects more efficient and cost effective. The current owner of this commercial electric contracting company handles general oversight of the business and is looking to sell so she can spend time with her terminally ill spouse. The current owner has agreed to stay on for a year to provide a smooth transition and will maintain 20% equity if desired by the buyer. With a down payment of **\$450,000**, a buyer can acquire not only this business, but also their reputation for being dedicated to providing quality and reliable electric work to its clients. Due to the fact that they have been in business for almost 30 years, a majority of their clients are repeat or referrals. This electric company is ready to leave a new owner with an experienced crew and client base that will continue its effective work and legacy.

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