

# Opportunity

## BN000036419 – Licensed Electrical Contractor

Location: Florida



A full-service licensed electrical contractor firm specializing in residential and commercial project solutions. The company provides electrical engineering primarily for new construction and renovations. Services include power & lighting, fire alarm installation, tele/data wiring, site lighting, and emergency generator installations.

## Bids Invited

### Key Aspects

- Average gross profit margins of 26.9% from 2018 to 2020
- Secured work-in-progress of approximately \$933K as of October 31, 2021
- Excellent reputation in the industry with over 100 years of combined experience
- In-house design team
- Long-term contracts in place
- Customer retention rate of 85% as a result of on-time service and performing within budget

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Tax Returns	\$3,656	\$951	\$52
12/31/2019	Tax Returns	\$3,761	\$1,219	\$275
12/31/2020	Tax Returns	\$4,793	\$1,071	\$168

\* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

**Paul Manry**  
[pmanry@benchmarkintl.com](mailto:pmanry@benchmarkintl.com)

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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## Opportunities

- Implement maintenance programs for recurring revenue
- Expand geographic market
- Diversify service offerings to attract additional clients
- Utilize technology to increase production such as design-build modeling systems and mobile devices
- Actively seek energy efficient clients

## Headquartered

- Florida

## Current Markets

- The company provides full-service electrical contracting services to residential, commercial, and industrial customers throughout southern Florida.

## Real Estate

- The company operates from a 7,000 sq. ft. facility owned by an affiliated entity and is not included in the sale. Management notes that ownership is willing to enter into a long-term lease.

## Shareholder Objectives

- The company is owned by two shareholders, with one holding a majority position. Both owners would like to de-risk and start preparing for retirement; however, they are willing to stay with the company for a transition period under new ownership. Both owners believe the company is in a position to expand and take advantage of growth opportunities in the industry.

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