

Opportunity

BN000042478 – Electrical Contractor Specializing in Renewable, Large Commercial & Industrial, and Design Build Services

Location: Nevada, US



The company provides specialized commercial & industrial electrical work for general contractors in Nevada and surrounding areas. The company's projects include geothermal, solar, renewables, multi-family residential, and other diversified commercial work.

Bids Invited

Key Aspects

- Adjusted EBITDA margins averaged 11.1% from fiscal years 2020 to 2022
- Performs highly profitable geothermal electrical services with limited regional competition
- Profit sharing plan retains highly experienced key management & staff
- Maintains the ability to perform work in remote locations as needed
- Strong affiliations with regional GCs and developers provide increased opportunities to win project bids
- Diversified across numerous industries & markets

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
10/31/2020	Reviewed	\$16,574	\$3,558	\$2,773
10/31/2021	Reviewed	\$20,470	\$4,014	\$2,070
10/31/2022	Reviewed	\$20,220	\$3,189	\$1,170
3/31/2023	TTM	\$21,339	\$3,751	\$1,790

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Significant potential to continue expanding to meet clean energy and renewable services demand, especially as the geographic
- Requisite increased demand for education & public works with Northwestern Nevada & California growth
- Positioned to scale quickly based on demand in several industries and growth in geographic area, according to ownership
- Partner with a national contractor to expand the company's geographic footprint

Headquartered

- Nevada, US

Current Markets

- The company provides electrical services to commercial customers serving renewable, public works, multi-family, healthcare, educational, hospitality, and industrial markets. The company subcontracts for general contractors in addition to providing services direct to end users.

Real Estate

- The company operates from a 15,000 square-foot facility, which is leased from an affiliated entity. Ownership is open to leasing the facility post-sale.

Shareholder Objectives

- Ownership is open to various deal structures to facilitate a transaction. Two minority owners expect to remain with the company post sale to assist with future growth.

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