

Opportunity

BN000042648 – Electrical Contractor Providing Niche Services on Established Contracts

Location: Southeast United States



The Company is an electrical contractor offering installation, service, and maintenance of electrical systems, including commercial and government. The Company has recently received additional licensure for HVAC & Plumbing making it a fully licensed mechanical, electrical, and plumbing contractor. The Company has a niche specialization focusing on government facility upgrades, service, and maintenance. The Company's services also include installation and maintenance of access control point systems for DoD, and various electrical contracting services for commercial and industrial facilities.

Bids Invited

Key Aspects

- Established local brand name with the ability to act as a primary contractor and a subcontractor for a variety of projects
- Experienced management team adept at providing training and mentoring to new employees, which increases employee retention
- Revenue increase amounting to 51.9% compounded annual growth rate (CAGR) from 2020 through the trailing twelve months (TTM) ending May 31, 2023

Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Gross Profit '000 | Adj. EBITDA '000 |
|---------------|----------------|--------------|-------------------|------------------|
| 12/31/2020 | Internal | \$1,525 | \$933 | \$240 |
| 12/31/2021 | Internal | \$2,495 | \$1,623 | \$437 |
| 12/31/2022 | Internal | \$4,647 | \$3,217 | \$904 |
| 5/31/2023 | TTM | \$6,356 | \$4,267 | \$1,135 |

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

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Opportunities

- Acquire additional state general contracting licenses and electrical contracting licenses in order to expand services to new markets
- Contact former customers whose systems may be outdated and market the company's new systems as an upgrade
- Design more efficient implementation processes to accelerate project completion timelines

Headquartered

- Southeast United States

Current Markets

- The Company primarily services the commercial & industrial industries, state governments, and the Department of Defense

Real Estate

- The Company operates from a 3,000 sq. ft. facility leased from an affiliated entity
- The operating facility is not expected be included with the sale of the business, and management is open to entering into a long-term lease

Shareholder Objectives

- The Company has two owners (50%/50%), both of whom are active in the management of the company
- The owners are seeking a buyer to help them scale the business to meet the growth potential envisioned and are open to various deal structures

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