



Acquisition Opportunity

Profitable Mechanical Contractor in Midwest



Business Description: Mechanical contracting company in positioned for major growth. This multi-faceted company is capable of performing turnkey mechanical services to their commercial and industrial clients. They specialize in HVAC, process piping, steam piping, welding, plumbing and general plant maintenance services (many on contract). They also possess design build capabilities and can support very large projects scope of work as prime or GC for the project. Other mechanical services they can self-perform include but are not limited to: back-flow installations and re-certifications, refrigeration, sheet-metal, concrete, rigging and insulation. Owner has over 45 years of experience and can help buyer transition into the well-established customer base that comes to them for support and professional service.

Distribution: Sales are regional in the Midwest.

Operational Strengths:

This business is conveniently located in a region of the Midwest that is very conducive for future growth. They compete with other mechanical companies performing similar services, although they are a preferred vendor working for major government institutions and privately owned companies in the region. They offer turnkey mechanical services which gives them an advantage over much of their competition. This company has grown considerably over the past 5 years. With contracts in place with several clients, they have a very solid base of work and are presently limited in growth only by their decision to remain at this level. To jump to the next level, the new owner would need to augment the existing support staff (estimators, engineers, project managers, etc.) to manage more projects in-house.

The Transaction: The owner is willing to stay for a period of time to help the buyer transition into the business.

Financial Information:

Financial Summary				
	2016 Estimated by Seller	2015	2014	2013
Revenue	17,527,672 Annualized	9,304,618	6,776,746	5,592,732
Adjusted EBITDA	2,403,687 Annualized	538,434	384,424	336,972

Other Highlights				
Location	Financials	Management Team in Place	Years in Business	SIC Classification
Midwest	Yes	Yes	14	1711

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