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ID#: CBI024-E

FOR SALE: Commercial Roof Maintenance with Reoccurring Client Base

Repeat institutional type customers with reoccurring contracts!

Financial Overview

List Price: **$5,800,000**

Gross Sales

2024	2023
$14,718,399	$13,312,358

Cash Flow

2024
$1,389,162

Assets:*

Working Capital (A/R – A/P): $1,182,160

Equipment: $760,427: Including jobsite forklifts, air compressors, generators, safety equipment, boom lifts

Vehicles: $501,835: 16 vehicles including 12 trucks, 3 SUV's, and 1 cargo van

WIP: $9,500,000

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

Business Information

Clients: Hospitals, pharmaceutical laboratories, military bases, universities, private schools, government (town halls, police, fire)

Personnel: 51 including a Controller, HR Manager, 1 Superintendent, 2 Project Managers, 3 Estimators, 1 Accounting Asst. and 42 Laborers

Services: Commercial roofing services including membrane roofing, metal roofing, slate & tile steep slope roofing, below grade waterproofing, plaza pavers and ornamental sheet metal work, solar work (installation & repairs)

Lease: 16,000 sq. ft. with 4,000 sq. ft. of office space, 12,000 sq. ft. shop & warehouse

Owner Role: Coordination of field operations along with Controller and Superintendent, and oversight of banking. Owner spends 20 hours a week in the business

Seller Training Period: 1 year

Reason for Selling: Retirement

Year Established: 10+ years

Growth Opportunities: Focus on cross selling the private solar side

Location: Brookfield, CT

Service Area: Throughout the states of New York, Connecticut, and along the Northeastern Seaboard

Funding Example

Purchase Price: **$5,800,000**

10% Buyer Down Payment	$580,000
15% Seller Financing	$870,000
75% Bank Loan	$4,350,000

Description

This highly reputable commercial roofing company has built long-term relationships with a diverse and loyal client base which includes hospitals, pharmaceutical laboratories, universities, private schools, military facilities, and various government agencies. The business does not engage in storm chasing, focusing instead on consistent, high-quality contract work with trusted institutional and commercial partners. Supported by a team of over 50 employees, operations include a Controller, HR Manager, Superintendent, two Project Managers, three Estimators, one Accounting Assistant, and 42 skilled laborers. Included in the sale are $2.2 million in assets and over $1 million in working capital, ensuring a smooth transition and solid financial footing from day one. The owner remains actively involved in oversight, working closely with the Controller and Superintendent on operations and financial management. As a show of good faith and long-term commitment, the owner is willing to carry 10–15% of the purchase price and stay on for up to one year.

Priced at **$5,800,000,** this company is poised for a seamless transition. The business operates out of a 16,000 sq. ft. facility with 4,000 sq. ft. of office space. Currently there is no marketing or outside sales taking place, and there is a lot of untapped potential on the solar side of the business, which will greatly improve revenues and profit margins. Most of their projects are completed in less than one year, services are varied including, covering membrane roofing, metal roofing, sheet metal, and solar installation and repairs.

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