

# FOR SALE: Erection of Premanufactured Steel Structures: Owner Will Carry 30%

*Niche in Agriculture and Airport Hangars!*

## Financial Overview

**List Price:** **\$3,950,000**

### Gross Sales

2024
\$5,525,295

### Cash Flow

2024
\$1,017,387

## Assets Included in Purchase: \$1,115,139

**Vehicles:** \$120,000

**Machinery & Equipment:** \$518,300

**Included Working Capital:** \$476,839

**WIP:** \$2,442,134

**Pipeline:** \$1,572,000

## Business Information

**Services:** Steel building erection, custom buildings, and general contracting

**Clients:** Agriculture focused, farmers and ranchers, government, schools, and the FAA

**Project Type:** Premanufactured Structures, Steel Buildings, Pole Barns, Grain Bins, Storage & Garages, and Airplane Hangars

**Personnel:** 8 FT including General Manager, Office Admin and 6 in Field Labor

**Year Established:** 1960

**Location:** South Central Nebraska with a 200-mile service radius

**Lease:** Small office – Low Overhead; only \$1,500/mo.

**Reason for Selling:** Age/ Retirement

**Seller Training Period:** 1 year

**Growth Opportunities:** Expand territory/ no restrictions

**Passive Owner Role:** There is a General Manager in place for daily operations – owner oversees financials and checks in with the GM twice a week

## Funding Example

**Purchase Price:** **\$3,950,000**

<b>10% Buyer Down Payment</b>	\$395,000
<b>30% Seller Financing</b>	\$1,185,000
<b>60% Bank Loan</b>	\$2,370,000

## Description

This premanufactured steel structure installation business is passively owned and is managed by a strong General Manager. Established in 1960, this business has a diverse repeat client base which is comprised of farmers & ranchers, commercial building owners, schools, government, and the FAA. This large-scale assembler is recognized as a top performer in the assembly of metal frame structures, such as grain silos, pole barns, and buildings. The business is regularly recommended by its customers, and world-renowned vendor Behlen Manufacturing. The project types are as followed: Premanufactured Structures, Steel Buildings, Pole Barns, Grain Bins, Storage & Garages, and Airplane Hangars. The average project ranges from \$40,000 - \$500,000 and can be complete in less than 2 weeks. Located in South Central Nebraska, with very low overhead of only \$1,500/mo., the General Manager runs all day-to-day operations. The owner only checks in twice per week! There are 8 full-time employees in the business including the GM, an Office Administrator and 6 in Field Labor. The business comes with over \$2.4million in WIP and over \$1.5million in their pipeline, in addition to \$1.1million worth of assets. The seller is planning for retirement and has offered to stay with the business for one year as part of the transition period. Additionally, the seller has offered to carry 30% of the purchase price as a show of good faith in the continued success of the business post-close.

**- CONFIDENTIAL -**

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