

# FOR SALE: Sustainable Solar Energy Business – All Installations are Subbed Out

*Springfield solar with high 2026 backlog!*

## Financial Overview

**List Price:** **\$945,000**

### Gross Sales

2024
\$2,395,948

### Cash Flow

2024	2023
\$520,846	\$428,942

- **Profit Margin:** 22%

## Business Information

**Clients:** Small businesses (25%), Residential (50%), and Agricultural producers (25%). Has also worked with non-profits and municipal clients. Solutions include Solar photovoltaics, solar pool heating, wind and LED lighting technologies

**Services:** Solar installation & Consultation, Site Assessment, System design, project management with product procurement and energy management.

**Location:** Springfield IL with service throughout a 60-mile radius

**Year Established:** 2008

**Personnel:** Full time project coordinator and a part time diagnostic technician. All labor is subcontracted out

**Lease:** Office suite with 3 open offices in the heart of downtown

**Owner Role:** Seller is active in the operations providing general oversight, high-level sales, and administrative functions

**Seller Training Period:** 6 months to 1 year with the option to retain seller as a consultant as needed

**Growth Opportunities:** Geographical expansion, onboard additional installation crews, and bring on an outside sales associate

**Equipment:** \$5,000 Very low CapEx

**Reason for Selling:** Retirement planning

**Designation:** This business carries a WBE designation. The designation is not required post close as they do not focus on public bid

## Funding Example

**Purchase Price:** **\$945,000**

<b>75% Cash at Close</b>	\$708,750
<b>25% Seller Financing</b>	\$236,250

## Description

This reputable renewable energy company based in Springfield, Illinois, established in 2008, offers a comprehensive range of services, including consultation, site assessment, system design, project management, product procurement, and energy management. Serving a diverse client base, including small businesses (25%), residential clients (50%), and agricultural producers (25%), this business has also worked with non-profits and municipal clients. Operating from a leased office suite in the heart of downtown Springfield, with three offices. The company has a full-time project coordinator and a part-time diagnostic technician on its team. The current owner is involved in the day-to-day operations, providing general oversight, high-level sales, and administrative functions. The owner is planning to retire and is selling the business. The seller has offered to remain active in the daily operations for 6 months to 1 year post-close and is open to a consultant role following this transition. To sweeten the deal further, the seller has offered to carry 25% of the purchase price to show their vested interest in the continued success of the business moving forward. Growth opportunities include geographical expansion to increase market presence, onboarding additional installation crews and bringing an outside sales person to the team.

**- CONFIDENTIAL -**

Last Revised: BV 12.18.2025

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.