

## FOR SALE: Maintenance of Commercial Roofs for Universities with Solar Division

*Reoccurring client base with institutional type customers!*

### Financial Overview

**List Price:** **\$6,650,000**

#### Gross Sales

2025 Ann	2024	2023
\$14,094,601	\$14,718,399	\$13,312,358

#### Cash Flow

2025 Ann	2024
\$1,480,338	\$1,389,162

**Valuation:** 2025 Ann Cash Flow x Multiple = Valuation  
 \$1,480,338 x 4.5 = \$6,661,521

### Assets\*:

**Working Capital (A/R – A/P):** \$1,187,889

**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 & Backlog:** \$5,115,592\*

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

### Business Information

**Clients:** Schools & Universities, Pharmaceutical Laboratories, Hospitals, military bases, government (town halls, police, fire)

**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)

**Personnel:** 52 including a Controller, HR Manager, 1 Superintendent, 2 Project Managers, 3 Estimators, 1 Accounting Asst. and Laborers

**Owner Role:** Coordination of field operations and oversight of internal functions. Owner only spends 20 hours a week in the business

**Seller Training Period:** 1-2 years

**Reason for Selling:** Retirement/Age

**Year Established:** 12+ years

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

**Location:** Brookfield, CT with service throughout New York, Connecticut, and along the Northeastern Seaboard

**Growth Opportunities:** Focus on cross selling the private solar side

### Funding Example

**Purchase Price:** **\$6,650,000**

<b>20% Seller Financing</b>	\$1,330,000
<b>10% Buyer</b>	\$665,000
<b>70% Bank Loan</b>	\$4,987,500

### Description

This commercial roofing company provides a comprehensive range of services, including membrane roofing, metal roofing, slate and tile steep-slope roofing, below-grade waterproofing, plaza pavers, ornamental sheet metal work, and solar installation and repairs. Having built long-term relationships with a diverse and loyal client base, the company serves hospitals, pharmaceutical laboratories, universities, private schools, military facilities, and a range of government agencies. Included in the sale are \$1.2 million in assets and over \$1 million in working capital, ensuring a smooth transition and solid financial footing from day one. Supported by a team of over 50 employees, operations include a Controller, HR Manager, Superintendent, two Project Managers, three Estimators, one Accounting Assistant, and skilled union laborers. The owner remains semi-involved in coordinating field operations and oversight of internal functions, spending roughly 20 hours per week in the business. The decision to sell stems from the owners age and as a show of good faith and long-term commitment, the owner is willing to carry 20% of the purchase price and stay on for up to two years.

Priced at **\$6,650,000**, 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.

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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.