

## **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  

$$\$1,480,338 \times 4.5 = \$6,661,521$$

### **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 owner's 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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