

FOR SALE: Commercial Roofing Focused on Maintenance for Reoccurring Clients

Preventative maintenance & repair for Universities and Hospitals + solar division!

Financial Overview

List Price: **\$6,100,000**

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 4.15 = \$6,143,402

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: Over \$5,000,000

Business Information

Services: Commercial roofing services focused on scheduled preventative maintenance, and repairs, plus has a solar division

Clients: Schools & Universities, Hospitals, Municipal Buildings, Military Bases, and Pharmaceutical Laboratories

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

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

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

Year Established: 14 years

Growth Opportunities: Focus on cross selling the private solar side

Funding Example

Purchase Price: **\$6,100,000**

5% Buyer	\$305,000
20% Seller Financing	\$1,220,000
75% Bank Loan	\$4,575,000

Description

Focused on preventative maintenance and repairs, this commercial roofing company has offered service for nearly 15 years throughout Connecticut and New York. They have a repeat and diverse client base, serving universities, private schools, military facilities, hospitals, pharmaceutical laboratories, universities, and a range of municipal buildings. Supported by a team of over 50 employees, operations include a Controller, HR Manager, Superintendent, two Project Managers, three Estimators, one Accounting Assistant, and 40+ Field 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. 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.

Priced at **\$6,100,000**, 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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