

FOR SALE: Solar Energy Company with High Backlog

All installation labor is contracted out!

Financial Overview

List Price: \$1,200,000

Gross Sales

2025	2024
\$1,710,678	\$2,395,948

Cash Flow

2025	2024	2023
\$627,311	\$520,846	\$428,942

- **Profit Margin:** 37%

Valuation: 2025 Cash Flow x Multiple = Valuation
 \$627,311 x 1.9 = \$1,191,890

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 to regular, recurring crews

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 lives out of state 4 months throughout the year and returns once a month to visit clients and check on project timelines

Seller Training Period: 1 year plus will continue 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: Desires to go into politics or lobbying to help support the growth of renewable energy

Funding Example

Purchase Price: \$1,200,000

10% Buyer Down Payment	\$120,000
10% Seller Financing	\$120,000
10% Promissory Note	\$120,000
70% Bank Loan	\$840,000

Description

Founded in 2008 and headquartered in downtown Springfield, Illinois, this well-established renewable energy company provides end-to-end solutions including consultation, site assessments, system design, project management, product procurement, and ongoing energy management. The business serves a balanced and diverse customer base, with approximately 50% residential clients, 25% small businesses, and 25% agricultural producers, along with experience serving non-profits and municipal organizations. They have experience 3 years of growth to the cash flow and maintains a strong 37% profit margin. Operating from a leased office suite with three private offices, the company is supported by a full-time project coordinator and a part-time diagnostic technician. The current owner is actively involved in daily operations, overseeing sales, administration, and strategic direction, and is now preparing for retirement. To ensure a smooth transition, the seller is willing to remain involved for 1 year post-close and has offered to stay on as a consulting role thereafter. Additionally, the seller is offering to carry 10% of the purchase price and a 10% promissory note, demonstrating strong confidence in the company's future.

With a purchase price of **\$1,200,000** and a low multiple of 1.9, this business is poised and ready for a new owner to step in and continue the operations. Significant growth opportunities exist through geographic expansion, adding installation crews, and bringing on dedicated outside sales talent.

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