

FOR SALE: Installation Contractor in Government Space – Subs Out 70%

Niche in millwork, lab equipment & fixture installation for commercial and government projects!

Financial Overview

List Price: **\$470,000**

Gross Sales

2025	2024
\$8,251,379	\$5,358,324

Cash Flow

TTM
\$805,642

- ❖ **WIP:** \$1,264,858
- ❖ **Backlog:** \$1,384,200

Business Information

Services: Industrial focused contractor; services include fixture installation, laboratory equipment installs, and steel-related erection

Clients / End Users: Government, Institutional, and Commercial. Rarely contracts directly with owners

Personnel: 9 core employees with tenured Superintendent, an Assistant Superintendent, a Director of Administration, and 6 field employees

Performance: Self performs 30% of work, sub-contracts out 70%. No in-house fabrication

Location: Washington, DC

Service Area: Primarily DC, Maryland, Virginia (DMV) with project experience nationwide

Year Established: 2000

Reason for Selling: Retirement Planning / Age

Seller Training Period: 1 - 2 years

Owners Role: Project oversight and operational functions

Growth Opportunities: Increase direct bidding and capture more of existing bid volume (~30 opportunities/week)

Designation: This business utilizes the SDVOSB

Funding Example

Purchase Price: **\$470,000**

10% Buyer Down Payment	\$47,000
15% Seller Financing	\$70,500
75% Bank Loan	\$352,500

Description

Washington, DC-based installation focused subcontractor founded in 2000, specializing in architectural millwork, finished carpentry, and installation of commercial fixtures and equipment. The company operates primarily across the DMV region, with additional project experience nationwide. The business functions as a subcontractor, not as a prime. They perform no in-house fabrication. Services include millwork, laboratory equipment installation, and select steel-related erection work, typically delivered as a subcontractor to general contractors or larger specialty subcontractors. Projects are primarily government-focused and commercial, often large-scale and long term. The business maintains strong industry credibility, emphasizing reliability, quality workmanship, and a consistent track record of completing projects without dispute. Revenue is driven through long-standing relationships and repeat partnerships with major industry players negotiated or invited bid opportunities rather than traditional marketing. The company consistently received a high volume of bid opportunities but is capacity-constrained due to aging owner. Operations are executed by 9 core employees including a Superintendent, an Assistant Superintendent, a Director of Administration, and 6 in field labor. The company typically self performs 30-35% of work on awarded contracts and subcontracts the remainder to trusted partners. The owner is seeking a sale as part of retirement planning and is open to supporting a transition period of 1-2 years to ensure continuity and relationship transfer.

Priced at **\$470,000**, this business presents an opportunity to acquire a proven subcontracting platform with immediate expansion potential. Growth opportunities include hiring an in-house estimator, expanding direct contracting capabilities, increasing bonding capacity, and reducing reliance on third-party partners for both project acquisition and execution.