

FOR SALE: Commercial Electric Business in Oregon

Over 35 years of trusted service with a well trained staff of 8!

Financial Overview

List Price: \$2,025,000

Gross Sales

2025
\$2,216,821

Cash Flow

2025
\$577,424

- **Profit Margin:** 26%

Valuation: Cash Flow x Multiple = Valuation
 \$577,424 x 3.5 = \$2,020,984

Business Information

Services: Electrical services, including backup systems, transfer panels, conduit installation, lighting projects, limited data wiring, and emergency service calls

Clients: 70% commercial and 30% residential including maintenance, remodels, new construction, and design-build work

Location: Southwest OR, with service offered throughout a 60-mile radius of Sutherlin

Year Established: 35+ years!

Staff: 8 employees, including estimating, administrative, scheduling, and field personnel. The workforce includes a licensed Journeyman Electrician and an apprentice

Facility: 3,600-square-foot facility comprising office and warehouse space used for administration, material storage, deliveries, and operational staging

Reason for Selling: Age & retirement

Seller Training Period: 1 - 2 years

Owners Role: The estimator, shop foreman, and administrative team oversee much of the day-to-day operations. Owner assists with bids on large projects and is currently training the estimator to assume responsibility for larger projects

Growth Opportunities: A new owner could pursue growth by expanding generator services, reintroducing solar work, entering coastal and surrounding markets, increasing digital marketing, and developing recurring commercial service agreements

Funding Example

Purchase Price: \$2,025,000

10% Buyer Down Payment	\$202,500
15% Seller Financing	\$303,750
75% Bank Loan	\$1,518,750

A 10% down payment of \$202,500 returns \$285,104 in the first year after debt payments!

Description

This well-established electrical contractor has served customers in the Pacific Northwest for more than 35 years; with 70% being commercial. The Company provides a comprehensive range of electrical services, including design-build work, lighting projects, backup systems, transfer panels, conduit installation, and limited data wiring. The Company has earned a strong regional reputation for quality workmanship, fair dealing, and reliable service, resulting in substantial repeat and referral business with minimal reliance on paid advertising. Projects range from service calls to complex commercial engagements. The Company operates from an approximately 3,600-square-foot office and warehouse facility that supports administration, material storage, deliveries, and project staging. The operations are supported by a team of 8 which include estimating, administrative, scheduling, and field personnel. The workforce includes a licensed Journeyman Electrician and an apprentice. The owner oversees estimate for larger commercial and design-build projects, while the team manages much of the day-to-day activity. The owner is pursuing a retirement-driven sale after more than three decades in the industry. The seller is prepared to support a structured transition of up to two years and has offered to carry 10% of the purchase price as a show of good faith in the continued success of the business moving forward.

Priced at **\$2,025,000**, this opportunity may be attractive to an established contractor seeking geographic expansion, an experienced industry professional pursuing business ownership, or an investment group supported by qualified operating management. Growth opportunities include expanding generator services, reintroducing solar work, entering coastal and surrounding markets, increasing digital marketing, and developing recurring commercial service agreements.

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