

FOR SALE: Procurement of Site Materials and Project Management for Municipal Clients

Installation Contractor in Government Space – Subs Out 70%!

Financial Overview

List Price: **\$495,000**

Gross Sales

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

Cash Flow

TTM
\$403,892

- ❖ **WIP:** \$718,199
- ❖ **Backlog:** \$1,906,200

Business Information

Services: Procurement of materials and project management for fixture installation, and laboratory equipment installs

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

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

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

Location: Washington, DC

Year Established: Over 25 years!

Reason for Selling: Retirement

Seller Training Period: 1 year

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 owner is a SDV (Service Disabled Veteran)

Funding Example

Purchase Price: **\$495,000**

10% Buyer Down Payment	\$49,500
20% Seller Financing	\$99,000
70% Bank Loan	\$346,500

❖ **SBA Financing Already Approved!**

Description

This DMV business functions as a subcontractor, not as a prime, and they perform no in-house fabrication. The company typically self performs 30-35% of work on awarded contracts and subcontracts the remainder to trusted partners. Services include sourcing and procurement of construction materials, and installation of fixtures and equipment. Projects are primarily government-focused and commercial, often large-scale and long term. Operations are executed by 9 core employees including a Superintendent, an Assistant Superintendent, a Director of Administration, and 6 in field labor. 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 receives a high volume of bid opportunities but is capacity-constrained due to aging owner. 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. Additionally, the seller is willing to carry 20% of the purchase price as a show of good faith in the continued success of the business post close!

Priced at **\$495,000**, 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.

- CONFIDENTIAL -

Last Revised: BV 10.27.2026

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.