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ID#: TRA051-B

FOR SALE: Electrical Services: 70% Commercial

Over 35 years of trusted service with a well tenured team!

Financial Overview

List Price: **$1,850,000**

Gross Sales

2025
$2,216,821

Cash Flow

2025
$577,424

- **Profit Margin**: 26%

Funding Example

Purchase Price: **$1,850,000**

10% Buyer Down Payment	$185,000
20% Seller Financing	$370,000
70% Bank Loan	$1,295,000

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, 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

Description

For more than 35 years, this electrical contractor has served commercial and residential customers across the Pacific Northwest, with commercial work making up about 70% of its business. Its services include design-build work, lighting projects, backup systems, transfer panels, conduit installation, and limited data wiring. Projects range from quick service calls to complex commercial engagements. The Company's reputation for quality workmanship, fair dealing, and reliable service drives substantial repeat and referral business, with minimal reliance on paid advertising. It operates from a ~3,600-square-foot office and warehouse facility, which supports administration, material storage, deliveries, and project staging. A team of 8 covers estimating, administrative, scheduling, and field work, including a licensed Journeyman Electrician and an apprentice. The owner oversees estimates for larger commercial and design-build projects, while the team handles much of the day-to-day activity. After more than three decades in the industry, the owner is selling in order to retire and is prepared to support a structured transition of up to two years. Additionally, the seller has also offered to carry 20% of the purchase price, as a show of good faith in the business's continued success.

Priced at **$1,850,000,** 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.

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.