

FOR SALE: Premanufactured Steel & Metal Building Erection

Serving farm, ranch and rural needs!

Financial Overview

List Price: **\$4,355,000**

Gross Sales

2024
\$5,525,295

Cash Flow

2024
\$1,116,994

- **Profit Margin:** 20%

Valuation: Cash Flow x Multiple = Valuation
 \$1,116,994 x 3.9 = \$4,356,276

Business Information

Services: Steel building erection, custom buildings, and general contracting

Clients: Farmers and ranchers, commercial, government, schools, non-profits, and the FAA

Project Type: Premanufactured Structures, Steel Buildings, Pole Barns, Grain Bins, Storage & Garages, and Airplane Hangars

Personnel: 8 FT including 2 Office Admin and 6 in Field Labor

Year Established: 1960

Location: South Central Nebraska with a 200-mile service radius

Lease: Small office – Low Overhead; only \$1,500/mo.

Reason for Selling: Age/ Retirement

Seller Training Period: 6 months to 1 year

Growth Opportunities: expand territory/ no restrictions

Current Owners' Responsibilities: There is a General Manager in place for daily operations – owner oversees financials and checks in with the GM twice a week

Working Capital: \$108,715

- AR: \$345,820
- AP: \$237,105

Funding Example

Purchase Price: **\$4,355,000**

10% Buyer Down Payment	\$435,500
15% Seller Financing	\$653,250
75% Bank Loan	\$3,266,250

Description

Installation & erection of prefabricated steel structures since 1960 with a strong General Manager in place. This large-scale assembler is recognized as a top performer in the assembly of metal frame structures, such as grain silos, pole barns, and buildings. The business is regularly recommended by its customers, and world-renowned vendor Behlen Manufacturing. Located in South Central Nebraska, with very low overhead of only \$1,500/mo., the General Manager runs all day-to-day operations. The owner only checks in twice per week! The average project ranges from \$40,000 - \$500,000 and can be complete in less than 2 weeks. The diverse repeat client base is comprised of farmers & ranchers, commercial building owners, home owners, schools, government, and churches. The project types are as followed: Premanufactured Structures, Steel Buildings, Pole Barns, Grain Bins, Storage & Garages, and Airplane Hangars. There are 8 full-time employees in the business including 2 Office Administrators and 6 in Field Labor. The seller is planning for retirement and has offered to stay with the business for 6 months to one year as part of the transition period. Additionally, the seller has offered to carry 15% of the purchase price as a show of good faith in the continued success of the business post-close.

With a purchase price of **\$4,355,000**, a buyer will need \$435,500 of unborrowed funds to become the new owner of this business. Growth opportunities include geographical expansion as there are no restrictions for this continued reach.