

FOR SALE: Industrial Painting with Municipal & Infrastructure Clients

Over 60 employees – established 20 years ago!

Financial Overview

List Price: **\$17,000,000**

Gross Sales

2024	2023
\$28,354,707	\$18,728,201

Cash Flow

2024	2023	2022
\$3,338,000	\$2,754,506	\$2,240,010

Assets Included in Purchase: \$2,474,290

Equipment: \$1,078,987 – Scaffolding, Mobile Tool Shed, and Rigging

Vehicles: \$310,303 – Trucks and Trailers

Working Capital: \$1,085,000

- AR: \$5,301,000
- AP: \$4,216,000

Business Information

Services: Industrial painting and site preparation for bridges, tunnels and transit stations

Service Breakdown: 70% industrial painting and 30% installation of safety shield platforming

Clients: General contractors that have been awarded contracts for infrastructure & municipal projects. They are irregularly hired by the clients

Personnel: 64 FT including 2 Estimators, 3 Project Managers, 5 Foreman, 2 Office Administrators, 2 in Accounting, and 50 Painters

Location: NYC with service in NY(90%), NJ, PA, DE, OH, and MI

Facility: Main office: 2,000 sq. ft.: 5 Offices, conference room; NY Warehouse: 5,000 sq. ft.: Storage, office

Year Established: 20+ years

Reason for Selling: Retirement planning

Seller Training Period: 1-2 years

Owners Role: Majority Owner: 20 hours/wk – Financial oversight, business management; Owner 2: 40 hours – field operations management

Growth Opportunities: Privately owned buildings for outdoor painting

Funding Example

Purchase Price: **\$17,000,000**

15% Seller Financing or Equity	\$2,550,000
85% Cash at Close	\$14,450,000

Description

Established 20 years ago, this industrial painting company receives approximately 40 projects a year. They work on municipal and infrastructure projects such as large bridges, tunnels and transit stations, where they provide painting services (70%) and installation of shields and platforms designed for safety (30%). Spanning over several states including New Jersey, Delaware, Ohio, Pennsylvania, and Michigan with 90% of their work completed in New York. They employ a well-trained leadership team including 2 Estimators, 3 Project Managers, 5 Foreman, 2 Office Administrators, who help to oversee the 50+ laborers. The labor crews are from the union, which ensures a skilled work force. Operating from a 2,000-square-foot facility, the company's central office in NYC serves as the hub for administrative functions, project bidding, and coordination of day-to-day operations; the office employees are based at this location. The deal includes a working capital of \$1,085,000 plus vehicles and equipment valued close to \$1.4 million.

Priced at **\$17,000,000**, this opportunity represents a turnkey operation with established systems, a loyal client base, and a reputation for quality and reliability in industrial painting and access solutions. The owners have offered to carry 15% of the purchase and have committed to supporting a smooth transition, offering a period of one to two years to facilitate knowledge transfer and maintain business momentum.

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Last Revised: BV 9/16/2025

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