

FOR SALE: Solar Install with all Labor Sub-Contracted Out

Diversified customers in Ag, Residential & Commercial!

Financial Overview

List Price: **\$995,000**

Gross Sales

2024
\$2,395,948

Cash Flow

2024	2023
\$520,846	\$428,942

- **Profit Margin:** 22%

Business Information

Clients: Small businesses (25%), Residential (50%), and Agricultural producers (25%). Has also worked with non-profits and municipal clients. Solutions include Solar photovoltaics, solar pool heating, wind and LED lighting technologies

Services: Solar installation & Consultation, Site Assessment, System design, project management with product procurement and energy management.

Location: Springfield IL with service throughout a 60-mile radius

Year Established: 2008

Personnel: Full time project coordinator and a part time diagnostic technician. All labor is subcontracted out

Lease: Office suite with 3 open offices in the heart of downtown

Owner Role: Seller is active in the operations providing general oversight, high-level sales, and administrative functions

Seller Training Period: 6 months to 1 year with the option to retain seller as a consultant as needed

Growth Opportunities: Geographical expansion, onboard additional installation crews, and bring on an outside sales associate

Equipment: \$5,000 Very low CapEx

Reason for Selling: Retirement planning

Designation: This business carries a WBE designation. The designation is not required post close as they do not focus on public bid

Funding Example

Purchase Price: **\$995,000**

70% Cash at Close	\$696,500
30% Seller Financing	\$298,500

Description

This solar business has been providing sustainable energy solutions to its clients within a 60-mile radius of Springfield. With a diverse client base, including small businesses (25%), residential clients (50%), and agricultural producers (25%), this business has also worked with non-profits and municipal clients. This reputable renewable energy company based in Springfield, Illinois, established in 2008, offers a comprehensive range of services, including consultation, site assessment, system design, project management, product procurement, and energy management. Operating from a leased office suite in the heart of downtown Springfield, with three offices. The company has a full-time project coordinator and a part-time diagnostic technician on its team. The current owner is involved in the day-to-day operations, providing general oversight, high-level sales, and administrative functions. The owner is planning to retire and is selling the business. The seller has offered to remain active in the daily operations for 6 months to 1 year post-close and is open to a consultant role following this transition. To sweeten the deal further, the seller has offered to carry 30% of the purchase price to show their vested interest in the continued success of the business moving forward. Growth opportunities include geographical expansion to increase market presence, onboarding additional installation crews and bringing an outside sales person to the team. They carry a Women Business Enterprise (WBE) designation, although the designation is not required post-close as they do not focus on public bid work.