

# FOR SALE: High/Low Voltage Data and Cabling Installation - Favorable Pricing

\$950,000 in Project Backlogs for 2022!

## Financial Overview

**List Price: \$1,395,000**

### Gross Sales

2021	2020	2019	2018
\$1,302,917	\$1,891,481	\$2,718,611	\$1,183,694

### Cash Flow

TTM	2021	2020	2019
\$670,808	\$390,737	\$763,260	\$1,340,452

- **Profit Margin:** 47% (3-Yr Avg)
- **Multiple:** 2.2

### Discounted Valuation:

$$\text{Cash Flow (TTM)} \times \text{Multiple} = \text{Valuation}$$

$$\$670,808 \times 2.1 = \$1,408,696$$

## Assets Included in Purchase: \$317,000

**Vehicles:** \$235,000

**Equipment:** \$12,000

**A/R:** \$70,000

*\*amounts may vary, assets may be depreciated, replacement cost, or fair market value*

## Business Information

**Year Established:** 2015

**Location:** Tampa Bay, Florida

**Service Area:** 2-hour radius from Tampa

**Services:** High/low voltage cable installation (50% of total work each), including electrical, data, and phone wire work

**Clients:** 50; Local commercial construction firms, subcontracting work for a national low voltage company

**Lease:** 1,200 sq ft. warehouse/\$730/month

**Reason for Selling:** Retirement Planning

**Personnel:** 7 FT Field Technicians | 2 PT Office/Delivery Workers

**Seller Training Period:** Owner 1 = 1-3 years (accounted for in cash flow); Owner 2 = 3-6 months (No replacement needed)

**Growth Opportunities:** Expand marketing presence and services into the residential sector

**Current Owners' Responsibilities:** Owner 1 = conducting estimates for projects and sales work; Owner 2 = part time, office work and some A/R & A/P (these roles can be absorbed by current staff)

## Funding Example

**Purchase Price: \$1,395,000**

<b>10% Buyer Down Payment</b>	\$139,500
<b>10% Seller Financing</b>	\$139,500
<b>80% Bank Loan</b>	\$1,116,000

A 10% down payment of \$139,500 returns \$463,610 in the first year after debt payments!

## Description

This well-established high/low voltage cable installation company has \$950,000 in project backlogs for 2022 and works with 100% commercial clients boasting an average of 47% profit margin! With this purchase, a buyer would also receive \$317K in assets, which includes \$235K in vehicles, \$12K in equipment, and \$70K in A/R while benefiting from a low overhead at the current 1,200 sq. ft. warehouse. There are currently 7FT field technicians for installation work, with 2 PT office employees. The amount of field technicians employed varies depending on the project load, but their experienced crew provides excellent service, working with large, nationally known retail clients. The current Owner is willing to stay with the company for up to 3 years. With their well-trained staff, this company extends their services to 50 solid clients which includes local commercial construction firms, and subcontracting work for a national low voltage company. Most of the owners' responsibilities can be absorbed by staff members to allow for a more passive ownership. The two owners are married, with one acting as president of the company (and handling the A/P and A/R work, permits, and other office tasks) while the other owner acts as the vice president, handling the purchasing of materials for projects, and doing the estimating for forthcoming projects. The current process for obtaining contracts takes about 1-2 months, with the average cost per project being \$10,000.

This company has licenses to work in both Florida and Georgia, with their main service area spanning 2 hours from their home base in Tampa Bay, Florida. Services provided include high/low voltage cable installation, pre-construction design, generator installation, and troubleshooting for electrical, structured cabling, building controls and security, and life safety systems.

Priced at **\$1,395,000**, after debt payment the buyer would see a return of \$463,610 in the first year after debt payments! This contractor provides a new owner with an experienced crew and client base that can not only continue its significant work in the commercial sector but also expand greatly into the residential market.

**- CONFIDENTIAL -**

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