

# FOR SALE: Solar Energy Business – No Labor – Seller will carry 25%

*New Tax Credit Passed: Solar Power & Energy Industry will Skyrocket!*

## Financial Overview

**List Price:** **\$7,900,000**

### Gross Sales

TTM	2021	2020	2019
\$8,068,686	\$6,367,946	\$4,200,873	\$8,023,688

### Cash Flow

TTM	2021	2020	2019
\$1,670,114	\$1,057,959	\$819,792	\$2,548,004

- TTM Profit Margin: 21%
- 2020 and 2021 down due to COVID-19, TTM demonstrates recovery
- Even through the pandemic, the four year average cashflow added up to be \$1,523,967

## Business Information

**Services:** Solar Power Equipment Sales and Coordination of Installation. No labor or self-performed installation

**Client Type:** Commercial businesses, industrial municipalities, agricultural farms, nonprofit organizations, and schools

**Service Area:** Missouri, Kansas, Iowa, Illinois

**Backlog:** \$3,332,320

**Recession Resistant:** Expanding service area into more territories and concentrating on municipality contracts. The recently passed US Infrastructure Bill will directly and positively impact this company. Also, the continued push for green energy will organically push this industry.

**Staff:** 6 core employees: 1 project manager, 1 admin liaison, 2 business development representatives, 1 sales manager, and 1 outside sales rep. All labor is handled by subcontractors, they do not perform any of their own installation. The Project Manager holds an electrical certification, but because they use 100% subcontractors for electrical and installation work this is not necessary and new ownership does not need an electrical certification.

**Reason for Selling:** Retirement Planning

**Current Owners' Responsibilities:** Actively operates company, including financial management and some business development.

**Year Established:** 2011

**Seller Training Period:** 2-3 years

**Equipment:** \$125,000, including sky track, forklift, 2 trucks, 2 vans, and 1 trailer – Low Capex

**Lease:** 4,200 square foot office space for \$4,122/month

## Funding Example

**Purchase Price:** **\$7,900,000**

<b>25% Seller Financing</b>	\$1,975,000
<b>75% Buyer &amp; Bank</b>	\$5,925,000

## Description

This solar energy business sells solar power equipment and coordinates installation, they do not self-perform any installation labor. In August of 2022, the Senate passed a bill that would provide major tax credits for renewable energy which would directly benefit the new owner. Additionally, the continued push for green energy will call for organic growth in this industry. This business solely focuses on Solar Power Equipment Sales and Coordination of Installation with no labor or self-performed installation. Due to their business model, they can work with commercial businesses, industrial municipalities, agricultural farms, nonprofit organizations, and schools. The minimal size of this team and installation strategy have helped keep the overhead costs low by allowing them to operate out of a modest 4,200 square foot office space with very minimal equipment CapEx while allowing them to operate in Missouri, Iowa, Kansas, and Illinois with the potential for regional expansion with emphasis on municipal contracts. At the moment, they have over \$3MM in backlog projects expected to be completed in 2023. Established in 2011 this business has a well-established crew consisting of 6 core employees: 1 project manager, 1 project coordinator/client liaison, 2 business development associates, 1 sales manager, and 1 outside sales rep.

The current owner actively operates the company, including financial management and some business development but has offered to stay with the company for 2-3 years in order to provide a smooth transition/training period. The current owner is looking to sell this business in order to plan for retirement and is willing to carry 25% of the purchase in order to show good faith in the continued success of this company. Priced at **\$7,900,000** this business has a great outlook when it comes to scalability as well as vertical growth! A new owner will have everything needed to allow this business to continue to succeed including a diverse client base, a reliable staff, a passionate owner ready to offer years of experience, and continual organic and driven growth opportunities.

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Last Revised BV 12.15.2022