

FOR SALE: Electrical Contracting Firm Specializing in Public Works and Schools

Established nearly 40 years with robust union staffing!

Financial Overview

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

Gross Sales

2025	2024	2023
\$5,612,286	\$5,084,742	\$3,573,785

Cash Flow

2025	2024	2023
\$1,642,429	\$1,024,446	\$658,549

- **Profit Margin:** 29%
- **Low Multiple:** 3

Valuation: 2-Year Avg. (24-25) Cash Flow x Multiple =
 Valuation
 \$1,333,437 x 3 = \$4,000,311

Assets Included in Purchase: \$870,000

Vehicles & Equipment: \$420,000

Working Capital: \$450,000

WIP: ~\$4,000,000

Business Information

Services: Electrical design, portable classrooms, service and maintenance, and low voltage cable installation. No new construction

Clients: Municipalities & Public Works, School Districts, General Contractors, and Industrial

Service Area: 40-mile radius of Chino CA

Staff: 16 FT in the office and field with 10-14 seasonal employees during the summer

Lease: Spacious 7,800 sq ft facility with onsite storage, 5 office spaces, and second floor conference room with open floor plan

Owner Role: Active in the business providing general oversight to the team

Year Established: 1988

Reason for Selling: Retirement planning

Seller Training Period: 1 year

Growth Opportunities: Hiring additional staff to increase work flow, utilize small business designations, implement a marketing strategy as no marketing is being done

Location: Chino CA

No specialty designations. This is a Union shop.

Funding Example

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

10% Buyer Down Payment	\$400,000
10% Seller Financing or Equity	\$400,000
80% Bank Loan	\$3,200,000

A 10% down payment of \$400,000 returns \$735,396 in the first year after debt payments!

Description

Well established Electrical Contracting firm, marking over three decades of experience in the electrical services industry. The company is headquartered in Chino, California, strategically positioned to serve a diverse clientele within its a 40-mile radius service area. The services offered include planning and preparation phases that set the groundwork for successful projects, execution of electrical installations and systems, maintenance support, and specialized installations. Their client base mainly consists of school districts and industrial clients. The company employs 16 full-time staff members who are engaged both in the office and fieldwork with an additional 10 to 14 seasonal employees to manage increased workload during the summer months. Operating from a spacious 7,800 square foot facility that includes onsite storage, five office spaces along with a second-floor conference room designed with an open floor plan. The current owner remains actively involved in operations by providing general oversight of team activities. The seller is planning for retirement, to ensure a smooth transition, the current owner is willing to provide training for one year and carry 10% of the purchase price to show their vested interest in the continued success of the business moving forward.

Priced at **\$4,000,000**, a 10% down payment can return \$735,396 in the first year after debt payments. There are several avenues for growth identified within this business: hiring additional staff, utilizing small business Designations, and implementing a marketing strategy to expand the businesses reach.

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