

FOR SALE: Building Automation with Technology Implementation plus Commissioning Management

Offering service in Western Canada to Industrial & Commercial Clients!

Financial Overview

List Price: \$4,850,000 CAD

Gross Sales

2024	2023
\$2,548,769	\$2,055,734

Cash Flow

2024	2023	2022
\$1,236,920	\$870,663	\$832,472

- **Profit Margin:** 53%

Valuation: Cash Flow x Multiple = Valuation
 \$1,236,920 x 3.95 = \$4,885,834

Business Information

Services: Building automation and technology solutions, system design and engineering coordination, project schematics, commissioning and management, support installations and ongoing services

Clients: Focus on large-scale commercial/industrial clients (e.g., airports). Multi-year service agreements; maintenance and dashboard solutions. Invite to bid projects with extremely high win rate (99% retention). No public bids; clients actively seek company via referral. No new construction

Location: Edmonton, AB with service throughout the province of Alberta, Northwest Territories and adjacent provinces

Personnel: 9 FT with subcontracted trades such as electrical, mechanical, and plumbing

Lease: Office space and materials storage used as a central hub but 80% of the work occurs at the client site

Seller Training Period: 1 to 2 years with the option to retain seller as a consultant

Owner Role: Active providing general oversight of the team, financial oversight, high-level project management, and high-level sales

Reason for Selling: Career change as the owner has been in this industry 20+ years

Year Established: 2003

Growth Opportunities: Increase the staff, implement a marketing strategy, and expand geographically

Funding Example

Purchase Price: \$4,850,000

15% Buyer Down Payment	\$727,500
15% Seller Financing or Equity	\$727,500
70% Bank Loan	\$3,395,000

Description

Based in Alberta, Canada, this business specializes in building automation design and commissioning for industrial and commercial clients. The company's service area includes the province of Alberta, Northwest Territories, and adjacent provinces. The services offered include building automation design, support installation services, implementation of building technologies, and commissioning on pre-existing structures. They do not work on new construction projects. Their client base includes industrial and commercial facilities, including airports, manufacturing facilities, and commercial mixed-use developments. The team consists of 9 full-time personnel, supplemented by subcontracted trades such as electrical, mechanical, and plumbing experts. The company leases office space and materials storage to serve as a central hub for the technicians, but approximately 80% of its work is conducted at client sites. The owner is actively involved in operations, providing general oversight of the team, financial oversight, and high-level project management. The sellers have offered to stay with the business for 1 to 2 years post close ensuring a smooth transition and positioning the company for continued success.

Priced at **\$4,850,000** the company has significant growth opportunities, including increasing its staff, implementing a marketing strategy, and expanding its geographical reach. By leveraging these opportunities, this opportunity can further establish itself as a leading provider of building automation services in its target markets.

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