



Mergers and Acquisitions of Ohio

Gary N. Underhill, L. Don Prince, Wooster, OH • Gary Lovett, Dover, OH

Electrical Contracting Business

Tel: 330.202.9054 / Fax: 330.202.7685

Company Highlights

- Well-established, commercial, & profitable
- Reputation for quality & dependability
- Without marketing, still hard to support demand for services
- High barriers to entry
- Non-union shop

Business Description

This will be a great add-on for an established electrical contractor ready for serious growth. It could also be ideal for an entrepreneur in search of an opportunity with big growth potential. There is much to appreciate about this 25 year old company. A second-in-command helps assure that all runs well in the owner's absence. The staff is well-trained & stable. Work comes from about 10 general contractors. Growing this business is mainly dependent on hiring additional electricians and office support. Barriers to entry are fairly high... the

cost of tools, equipment, inventory & vehicles, credibility with general contractors, and a skilled staff are all essential ingredients. The owner will stay on 1-2 years if needed, and could help drive sales growth. Real estate may be purchased or leased. Some seller financing may be possible. A stock transaction is desired.

This one deserves a good look. Please contact us today!

Asking Price: **Business--\$1,500,000**
Real Estate--\$450,000

(L. Don Prince is a licensed realtor with Real Estate Showcase)

Figure 1: Financial Highlights

	<u>2011</u>	<u>2012</u>	<u>2013</u>
Sales:	\$1,696,600	\$1,965,000	\$2,100,000
SDCF:	\$96,246	\$271,505	\$322,020