



**Broker Info**



Cody King  
M&A Advisor  
(310) 882-2200 x 134  
LIC# 01942507

**Background**

**General Location:** San Fernando Valley, CA  
**Category:** Engineering  
Special Trades  
**Years in Business:** 3  
**Under Present Owner:** 3  
**Hours of Operation:** 6:30a-6p  
**Owner Hours:** 7a-4p  
**Training:** 8 weeks @ 20 hours  
**Organization Type:**  
**Lease Expiration:** 2020  
**Lease Options:**  
**Building Size:** 8,000  
**Employees:** 62  
**Reason for Sale:** Other business interests

**Financials**

**Asking Price:** Accepting Offers  
**Down Payment:** Negotiable  
**Gross Sales:** \$20,253,072  
**Discretionary Cash Flow:** \$3,429,794  
**FF&E:** \$453,000  
**Inventory Included?** Yes  
**Inventory:** \$560,000  
**Min. Operating Capital:** \$1,100,000  
**Real Estate Available?** No  
**Rent:** \$11,000  
**Payroll:** \$180  
**Financing:** Call

Year	2015	2016	6/2017
Gross Sales	\$ 13,766,466	\$ 20,253,072	\$ 11,261,624
Gross Profit	\$ 7,400,012	\$ 11,367,018	\$ 7,157,664
Disc. Earnings	\$ 2,663,381	\$ 3,429,794	\$ 1,882,209

**Summary**

Extremely well-run and very profitable solar electric installation firm primarily in residential installations ready for new owner to take it to the next level. Books and records are spotless with almost no add backs or accounting confusion. The Federal Investment Tax Credit of 30% has been extended to 2022, providing a good runway for continued profits while system costs continue to fall.

Low prices with high quality service and deliverables have put this company at the top of the pack in the largest solar electric market in North America. American made components and a lean, agile marketing division come together for a winning combination that has made the firm the go-to solar installation company in Southern California.

The company is beating the competition in the race to become the best solar company in the USA. Only 7% rooftop penetration in SoCal currently. Business is accelerating and the company has recently begun advertising for the first time rather than rely on organic growth.

Customer reviews have been uniformly five star and referral business accounts for over 90% of sales. Customer satisfaction is exceptionally high and word of mouth drives additional revenue at a very high rate.

Seller will remain with the business to work with new management team. Discretionary earnings listed have been converted to EBITDA.

Highly confidential in nature. Interested parties should register at [www.bizex.net](http://www.bizex.net) and contact Cody King at 310.882.2200 ext 134 or e-mail [cking@bizex.net](mailto:cking@bizex.net) for more information.