



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 and contact Cody King at 310.882.2200 ext 134 or e-mail cking@bizex.net for more information.