

Leading HVAC Provider

Western US

Non-Disclosure Agreement Link: NDA 61999	2019 Est. Revenue \$51,400,000	2019 Est. EBITDA \$7,385,000
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Investment Highlights:

- ***Dominant HVAC Provider in its Geographic Market***
- ***25% Service and 75% New Residential***
- ***Large Pool of Installation Available for Service Expansion***
- ***Decades-Long Relationships with Blue Chip Home Builders***
- ***Only One Unprofitable Year (2009) in Last Recession***
- ***Key Management will Stay***
- ***Non-union Workforce***



This 30+ year-old Company consists of two complementary HVAC divisions. One provides heating, ventilation, and air conditioning systems to new homes built by national and local homebuilders. The other provides HVAC repair, replacement, maintenance, and installation to residential clients. The Company has over 150,000 installations in its geographic market. The Company's relationships with the nation's largest home builders date back decades. As the dominant provider in its market, new construction work provides the Company with an ever increasing pool of long-term residential maintenance and service clients.



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