

Well-Established Residential & Commercial Electrical Contracting Company

Midwest Region, US



2020 Est. Revenue \$32.8MM | 2020 Est. EBITDA \$5.3MM



The Company has focused its operations to demonstrate efficiency in all phases of construction, which separates it from the competition. Continued education of products and services allows it to stay on the cutting edge of technology for electrical contracting, structured wiring, service, warranty, home technology, and home automation.

The Company maintains excellent relationships with regional general contractors and designers. Its products are used in residential remodels and new construction, as well as commercial projects, including multi-family, mixed-use, and retirement/hospitality properties.

The Company operates from four separate office/warehouse facilities in the region, ranging from 5,000 to 10,000 square feet, and is currently staffed by 107 full-time and 5 part-time employees.

Highlighted Investment Considerations

- **Established Blue-Chip Clients:** The Company operates exclusively with large, blue-chip clients in order to avoid some of the many pitfalls when working with smaller contractors. By working exclusively with large corporations, it is able to efficiently plan, estimate, and accomplish the goals of the project.
- **Strong Historical Sales Growth:** Historical sales grew consistently from \$22.9 million in 2017 to \$29.6 million 2019, representing a CAGR of 13.0%.
- **Easy-To-Replicate, Standardized Growth Formula:** With four operating locations in four different cities, the Company has developed a “cookie cutter” approach to opening new locations. Its business model is easily implemented, fiscally sound, and operationally stable. The software services allow the Company to utilize its current resources and networks to generate revenue and earnings in each new location quickly.
- **Efficient Reach:** The Company’s services are easily carried out from its headquarters. Key personnel occasionally travel to client locations for pitches or implementation, but the Company primarily manages all client interaction from afar, resulting in more efficient operations.

For more information, please sign the [Confidentiality Agreement](#)

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