

## Commercial Mechanical Contractor-Plumbing/HVAC

*Market focused on Hospitality, Health Care, Public Works*

**2018 Revenue \$20M**

**Northeastern US**

**2018 Adj. EBITDA \$757,000**

---

### ***Investment Highlights***

- ***Outstanding Name and Reputation:*** With a 66-year history, the Company has been a leading Commercial Mechanical Contractor in their market area since 1951 and has an established Brand Reputation.
- ***Market Share:*** The Company has been the most successful mechanical contractor for some of the largest and most visible projects in the region.
- ***Expertise:*** Complex Systems: The Company has extensive experience in installation of a wide range of standard and specialized equipment required by their customers' projects.
- ***Personnel:*** No Key-Person Dependency: With a senior staff and field team with decades of experience, the Company can fully function after a transition period with the current owner. A new experienced General Manager would be anticipated.
- ***Business Development:*** Repeat Business: Many general contractors, government agencies and owners keep seeking bids and proposals from Company due to their past performance on projects.
- ***Growth Opportunities:*** Geographic: The Company can expand its services to adjacent regions such as the Northeastern market. Their current 11,250 sq. ft. facility can support additional growth.
- ***Established Supply Chain:*** Multiple Supplier Relationships: Company has long-standing relationships with their key suppliers with many backup suppliers available in the event of a disruption in supply.
- ***Barriers to Entry:*** There are significant barriers to entry in this industry, where Company has 66 years of experience and customer relationships. There is a low threat of new entrants in this market.
- ***Owner Willing to Remain Through Transition:*** The owner will provide a smooth transition to a new owner.

### ***Investment Opportunity***

Unique opportunity to acquire a premier turnkey Mechanical Contractor-Plumbing/HVAC company with a proven business model and a strong track record profitability.

The Company is firmly entrenched as a market leader within its region with key competitive advantages that set it apart from its industry peers. Company is a leader in commercial plumbing, heating, ventilation and air conditioning services for more than 66 years. They have built a reputation for delivering high-quality work, fast service, and competitive pricing throughout the region.

Examples of the completed projects including casinos, schools, hospitals as well as commercial and municipal buildings.

Customers include general contractors, owners, municipal governments, and schools. Ongoing service contracts are in place with Government Housing, Public School District, and Municipal Utilities Authority.

With a total staff of 66, including 60 unionized members, Company maintains a consistent high quality of workmanship that has resulted in a 25% share of the total market. 2018 Revenues exceeded \$20 million, with a projected \$22M in 2019.

Large contracted project pipeline and sales pipeline. There is the potential to expand revenues significantly by further expanding into other geographical markets with modest investment for a local office and increased workforce.

Management is confident and is well positioned to leverage its well-earned reputation to pursue tremendous growth opportunities. The Company's strong client relationships, supply chain, contractor base, comprehensive capabilities, and long-standing reputation present bullish opportunities to increase market share and profitability.

### ***Founding and Ownership***

Company was originally founded in 1951 by Predecessor; Current Ownership since 1999.

### ***Location and Facilities***

Company is located in Northeastern US. It occupies approximately prime real estate near the coast. Company occupies one building and approximately 11,120 square feet under roof. The facilities are fully equipped include the appropriate equipment for optimal efficiency. There is room for additional expansion on the campus.

For more information regarding client #: **17301** please contact:

***eMerge M&A, Inc.***