

Available for Acquisition

Residential HVAC Contractor

Opportunity to acquire a premier, full-service HVAC contractor, providing installation and maintenance/upgrades to primarily residential properties in the Northeast.

2020 Revenue: \$ 10.33M Revenue/ \$1.735M EBITDA

Northeast, US

This is a highly successful family-owned business with a 36 year history of customer service and performance excellence. Its competitive advantages include:

- **First in High Efficiency Installations:** Number one in high efficiency installations in its service area for the past 4 years; Number 1 Mitsubishi Dealer and Number 1 Bosch Heat Pump Dealer by volume in its service area.
- **First in Rebates:** Company has obtained the most rebates for clients in the past 4 years than any other dealer in its service area. It works closely with manufacturers and local utility providers to provide customer rebates on eligible equipment. It files all the necessary paperwork on the customer's behalf, which makes the process seamless for the customers.
- **Use of Technology to Support Efficiency and Accountability:** In 2017, Company initiated the adoption and installation of Service Titan, the leading software for HVAC contractors to track KPIs, streamline and systematize booking and closing rates, and increase revenue and profitability. In 2019, it integrated Marketing Pro which enables it to reach its customer base via email as well as direct mail. In 2019, it also instituted a bar coded inventory control system to more efficiently manage inventory. In 2020, Company integrated Phones Pro virtual phone system through Service Titan to allow the office staff to operate more efficiently as well as remotely.
- **State of the Art Facility with Room for Growth:** In October 2019, Company rented a new 15,000 sq. ft facility built to its specifications to consolidate all of its operations in one location, thereby improving efficiency, expanding purchasing power, and creating an inclusive and collaborative work environment. This location can easily support a doubling of revenue.
- **Brand Recognition and Excellent Reputation:** Company has hundreds of Google reviews with an average rating of 4.8/5.0 stars. The high level of referral customers, and the documented satisfaction of those customers, demonstrate the service excellence that is the hallmark of Company.

- **Google Guaranteed:** Company is Google Guaranteed, giving customers confidence and ensuring that Company will appear first when customers “google” HVAC services in their service area.
- **Customer Financing:** Company offers 0% customer financing, an attractive option for customers facing a significant expense in equipment replacement.

This represents a compelling opportunity to acquire a premier residential HVAC contractor in a desirable area with a strong, tenured team. Management is confident that the Company is well positioned to leverage its well-earned reputation to pursue growth. The Company’s state of the art facility, turnkey operations, long-standing operating history, comprehensive capabilities, tenured management, and skilled labor teams present bullish opportunities to increase market share and profitability. An expansion of service offerings to gain additional customer spend and a more aggressive service contract strategy present compelling areas for new ownership to pursue immediate growth.

eMerge M&A

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