

## Full Service Electrical Contracting and Maintenance Company

---

Fully equipped and staffed including in-house project management.  
Covers multiple markets including commercial and institutional;  
both construction and service work

Est. 2007 Revenue: \$4.2MM

Location: Connecticut

Est. 2007 Recast EBITDA: \$499K

- **Superior name and reputation:** The Company enjoys a long-standing (15+ years) reputation for quality service and superior customer support. A buyer will receive access to many “blue chip” customers.
- **Authorized dealer:** The Company is an authorized dealer for Siemens Telecommunications installations.
- **Licensed employees:** The Company has employed non union E-1 electrical contractors and E-2 electrical journeymen.
- **Strategic Location:** A buyer looking to enter this market would have an immediate, portable and well respected presence with many desirable customer relationships.
- **Experienced Management Team:** The owners have developed an in house experienced management team capable of running the business. There is no owner dependency.

*The Company was incorporated in Connecticut in 1990 and is organized as Limited Liability Company. The current ownership, consisting of two members, founded the Company.*

In 2006, new construction projects accounted for 80% of sales while service work contributed 20%. The Company’s customer base of 100 customers is comprised of 75% commercial and industrial customers and 25% percent residential customers and service. Approximately 80% percent of the Company’s business is from repeat customers.

*The Company operates in a leased 5,100 square foot office/warehouse with 18 foot ceilings. The staff comprises 18 full-time non-union employees, comprising 4 service electricians, 2 construction electricians, 5 foreman, 3 apprentices and a 4-person management team*

---

## Company Highlights

The Company is a certified electrical contractor, whose services cover everything from new wiring to electrical maintenance, troubleshooting and repair in the following areas:

- New construction from electrical system design to complete installation
- Design and installation of office, warehouse and parking lot lighting systems
- Data communications cabling for computer networks including fiber optics
- Energy consulting to maximize the efficiency of electrical systems
- Participation in the CL&P programs, lighting retrofit rebates and energy audits

The Company is a customer service oriented provider of electrical installations and services. The Company is a leader in meeting our customers' needs and exceeding their expectations in the areas of:

- The design and installation of complete building electrical services
- Auxiliary generator and UPS system, design and installation
- Installation of pre-engineered fire and burglar alarm systems
- Design and installation of critical task lighting
- Power and control wiring of light and heavy manufacturing machines

For further information regarding **Client #32220** please contact:

## eMerge M&A

**eMerge M&A, Inc.**  
**295 Madison Avenue, 12<sup>th</sup> Floor**  
**New York, NY 10017**  
**212.804.8282**  
**[www.eMerge-MA.com](http://www.eMerge-MA.com)**