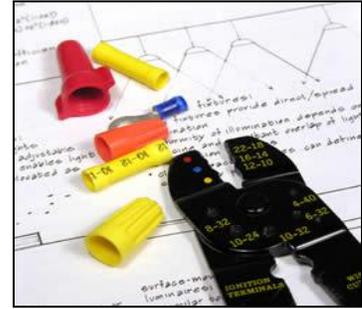


**Available for Acquisition**

## Full Service Electrical Contractor

Specializing in water and waste  
water treatment facilities with  
broad range expertise and  
high growth potential



---

**2008 Revenue: \$6,901,000**

**Northeastern US**

**2008 EBITDA: \$508,000**

---

- **Highly Qualified and Experienced Employees.** The Company has a large, loyal core of excellent electricians who are reliable and have expertise in specific areas of electrical contracting. Employees receive regular ongoing training as well as attend optional specialty training for various skills. All employees also undergo a rigorous 5-year apprenticeship program which ensures that every employee exceeds minimal knowledge, safety and ability standards.
- **Growing Market.** The economy in the Company's service area has "boomed" even as much of the rest of the country has "gone bust." The area's economy is stable and growing, meaning that current customers are likely to continue providing a reliable revenue stream and that significant new growth is likely. The current owner passes on opportunities to bid on many project preferring to remain lean and keep margins higher while preparing to exit. The owner is happy to work with the buyer to grow the business quickly and efficiently and has a vested interest in seeing the company succeed and grow over the long term.
- **Strong Management Team:** Ownership believes the Company could continue running "as is" under the current management with very little additional help. All current non-admin employees have managed projects and nearly all have been foremen on projects in the past. Foremen manage projects in their entirety from the ground up and even participate during the bidding phase allowing for maximum efficiency and reliability with minimal owner dependence.
- **Outstanding Name and Reputation:** The Company has a long-standing (more than two and half decades) reputation for providing quality electrical contracting services. General contractors keep coming back based on the relationships they've developed with the Company's job foremen and experienced electricians.
- **Owner Will Remain Through Transition:** The owner will provide an extended transition to new ownership. The duration and terms of this transition are negotiable based on the buyer's needs.

For further information regarding Client # 36005 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)**

---

# Available for Acquisition

## Financial Summary

<i>Adjusted Historical and Five-Year Projected Statement of Income</i> <i>For the Years Ended December 31</i> <i>(\$000)</i>							
	<i>Historical</i>		<i>Projected</i>				
	<i>2007</i>	<i>2008</i>	<i>2009</i>	<i>2010</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>
Sales	8,305	6,901	6,199	6,823	7,163	7,518	7,901
Gross Profit	1,633	1,422	1,249	1,375	1,443	1,515	1,592
EBITDA	312	508	417	481	505	530	557

<i>Adjusted Balance Sheet</i> <i>As of December 31, 2008</i> <i>(\$000)</i>			
Current Assets	1,104	Current Liabilities	0
Net Fixed Assets	189	Non Current Liabilities	0
Other Assets	0	Equity	0
<b>Total Assets</b>	<b>1,293</b>	<b>Total Liability &amp; Equity</b>	<b>1,293</b>

## Business Summary

The Company specializes in a broad range of industrial and commercial electrical work. Clients include water and waste water treatment facilities, local and state governmental agencies, schools, and other industrial clients. Senior second tier management will remain after the transfer of ownership along with the owners for a negotiable transition period. All owner duties are easily replaced. The company's highly skilled electricians and foremen afford them a preferred status amongst general contractors who invite them to bid or counter-bid on projects that others do not see. Their geographic market is thriving and growing with untapped markets nearby. Current ownership is not maximizing the potential of the business, preferring to run lean and focus on their core business as they prepare to exit. This leaves the buyer with a strong infrastructure in place, poised for rapid growth and a senior management team ready to help make it happen. The current owners are invested in the future success and growth of the company and are willing to remain for an extended transition.

For further information regarding Client # 36005 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*