

Engineering Firm Specializing in Energy Conservation

*Energy engineering design / build project development company
for utility, industrial, and commercial clients*

Est. 2007 Revenue: \$6,900,000 *New England Region* Est. 2007 EBITDA \$1,000,000

Investment Considerations

- **Strong Demand for Company's Specialty:** The Company specializes in developing and implementing engineering solutions that save energy for larger industrial, commercial, governmental or educational institutions and locations. Given high energy costs now and into the future, demand should continue for the Company's expertise.
- **Utility Provider Incentives:** Decisions to use the Company to engineer and implement energy saving projects is facilitated by Utility companies. End users receive incentives from Utility providers to implement projects to reduce energy consumption. These incentives further reduce the payback period for projects developed by the Company and thus increase demand for the Company's services.
- **Critical mass:** The Company's estimated sales of \$6.9 million for 2007 will be attractive to buyers looking to establish a foothold or increase market share in the New England area.

Business Description

The Company is an engineering and project development company for utility, industrial, and commercial clients. The Company's engineers have identified, developed, and implemented hundreds of lighting, HVAC, and process energy conservation projects. Although energy savings drives much of the Company's business, the Company also provides HVAC system diagnostic analysis and remedial design services to improve operating deficiencies. In 2006, sales were driven by lighting project construction (55%), mechanical project construction (40%), and engineering analysis (5%).

The logo for eMerge M&A, featuring the word "eMerge" in a bold, blue, sans-serif font, followed by "M&A" in a larger, grey, sans-serif font.

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