

Available for Acquisition

Service Based HVAC Company

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

2022 Revenue: \$ 6.4M Revenue/ \$1M+ EBITDA

Southeast, US

This is a highly successful family-owned business with a 50-year history of customer service and performance excellence. Competitive advantages include:

- **Elite Dealer Status:** Factory Authorized by Carrier Mfg. and 6 Time Carrier President's award recipient.
- **Superior Brand Recognition:** 100s of Google Reviews with an average rating of 4.9/5.0 stars and Facebook rating of 4.9/5.0. Resounding themes of the reviews include Punctuality, Professionalism, Quality, Responsiveness, and Value. The Company also uses an aggressive advertising campaign utilizing SEO, targeted direct mail, billboards and social media to project a strong image in the Company's target market- generating consistent and predictable recurring revenue.
- **Desirable Revenue Mix:** The Company's revenue mix is comprised of 35% Service and 65% retrofit; 85% Residential and 15% Light Commercial. New Construction projects are less than 5% of the company's annual revenue.
- **Fully Evolved Service Agreement Offering:** Over 2400 customers subscribe to the company's tiered maintenance plan which renews annually. The company employs an aggressive program to grow the maintenance base. This represents a recurring revenue model with significant, high margin pull-through.
- **Second Tier Management Team and Skilled, Tenured Employee Base:** A full, second tier operating management team is in place. This includes all functional disciplines. There is limited dependence upon the owner or key personnel. The majority of non-management employees have significant tenure. NATE Certification!
- **Strategically located Facility with Expansion Opportunity:** The property including a 8,500 square foot facility is strategically located in growing and expanding markets and includes ample room for expansion to 2X current revenue. The property offers prime exposure and includes abundant parking.

This represents a compelling opportunity to acquire a premier residential and light commercial HVAC company 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 strategic location to additional markets, 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, a more aggressive service contract strategy, and implementation of available technologies present compelling synergies for new ownership to pursue immediate growth.



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