

Available for Acquisition

Attractive acquisition opportunity in the commercial heating, air conditioning services space. The Company is built on service maintenance contract base and the service repairs and retrofit/replacement projects that result from the base.

2022 Revenue: \$8.94M Net Income: \$1.07M

Southeast, US

The Company has built an excellent reputation in its service areas. Its competitive advantages include:

- **Substantial Maintenance Contract and Service Base:** Company has strategically built its commercial business on maintenance service contracts. The contract base consists of over 450 account locations, with a revenue base of \$2.65M for the maintenance contracts. The maintenance contracts are sold as evergreen and set to auto-renew. The remainder of the business is largely concentrated on service repair or retro/replacement opportunities within the account base.
- **Hub Location:** Its locations and service areas give the Company significant growth opportunity to expand its customer base in current service areas and expand its service excellence to adjacent areas.
- **Highly trained, tenured technicians:** the Company currently has a tenured technical staff of 22. All are highly trained and many can function as both service and install techs. Average tenure for technicians is 9+ years.
- **Highly regarded reputation:** The Company enjoys a long tenure and strong reputation in the markets it serves.

The Opportunity

The Company would be an attractive add-on opportunity for acquirers looking to expand or add to their capability and capacity. The Company has a strong track record of quality service in the regions it serves and benefits from strong brand recognition and customer relations.

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