

HVAC AND MECHANICAL CONTRACTOR Profile #2109

LOCATION

Southern Colorado

ASKING PRICE/TERMS

Business \$595,000
 Real Estate (subject to appraisal)..... 650,000
 Total \$1,245,000

It is believed that a qualified purchaser would be able to obtain an SBA guaranteed loan with an approximate down payment of \$185,000 (15%). The balance of \$1,060,000 would then be financed over 17 years, at an estimated interest rate of 6%, with monthly payments of approximately \$8,301.

ASSETS INCLUDED (Estimated Fair Market Value)

Accounts Receivable..... \$100,000
 Shop Equipment 60,000
 Office Furniture and Equipment 36,000
 Inventory 75,000
 Vehicles..... 179,000
 Total \$450,000

FINANCIAL INFORMATION

	Gross Sales (\$)	Adjusted Profit (\$)*
2006	2,736,166	410,079
2007	2,412,552	289,725
2008	2,212,909	286,654
2009	2,654,355	185,871

**Includes purchase of Real Estate*

EMPLOYEES

Full-time (including owner)16
 Part-time 1

OWNERSHIP FORM

S Corporation

REASON FOR SALE

Change of career for the owner-operator

YEARS IN BUSINESS

Over nine

OVERVIEW

This southern Colorado company offers the full menu of mechanical contracting services for heating and air conditioning. Its customer mix includes commercial and residential, and through the recession, the company has continued to be very profitable. There is sufficient cash flow to provide both a salary and a favorable return on investment. Highlights of the business also include:

- Favorable financing with low down payment
- Established customer base
- Well-trained and experienced staff
- Prime real estate for purchase (already built-out for future growth)

This company would make an appealing acquisition to (1) a buyer already in the HVAC industry, (2) a buyer in a related field such as plumbing or electrical contracting, or (3) someone experienced in construction wanting to live in this popular city.

All information has been provided by the Seller and is not warranted by First Business Brokers, Ltd.



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