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Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased.
There is no cost or obligation to pursue this company for sale.

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ENERGY EFFICIENCY ENGINEERING SERVICES Midwest/Great Lakes Region,

US Est. FYE Sep 2019 Revenue: \$15.0MM
Est. FYE Sep 2019 EBITDA: \$2.6MM+

- ♣ **Broad Service Segment:** The Company is equipped to handle projects varying from four-week, \$5,000 value engineering studies contracts to large, turnkey implementation projects with project values of \$2.5 million and lasting up to six months.
- ♣ **Strong Revenue Growth:** Historical sales grew from \$844,000 in 2016 to over \$8.2 million in 2018, representing a robust CAGR of 214%. With a large project backlog and several projects management is expecting to win, revenue is projected to reach \$15.0 million in 2019.
- ♣ **Management Will Remain through Transition:** The active owners are willing to remain with the Company at least during a transition period in order to ensure a seamless transfer of ownership. Should the prospective purchaser desire ownership to hold full-time positions with the Company, ownership would be interested in considering this type of arrangement.

The Company provides energy efficient and sustainable designs, and specializes in mechanical, electrical, plumbing, and fire protection engineering. Its mission is to provide outstanding quality engineering services by means of innovation and continuous improvements.

The Company has the capabilities to complete a variety of work, including turnkey implementation (85% of 2018 revenue), design and engineering (10%), and engineering studies (5%). Over the last three decades, the Company has successfully completed more than 900 large and small projects, which include new or existing facilities for universities, community colleges, k-12 schools, hospitals, commercial buildings, correctional facilities, recreational facilities, industrial plants, municipal facilities, and laboratories.

The Company operates from a 2,400-square foot office facility and is currently staffed by eight full-time and three part-time employees.