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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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LARGE SHEET METAL HVAC FABRICATOR Bay Area, California

Annual Revenues: \$4,044,000
Annual Cash Flow: \$1,552,349
Asking: \$4,044,000

- **Year Established:** 1991
- **Location and Service Area:** Bay Area
- **Clients:** General contractors (80%), universities (10%), other direct work (10%)
- **Projects are completed in:** Hospitals, schools and universities, restaurants, commercial businesses
- **Services:** HVAC dry side (90%), sheet metal (10%)
- **Building:** 26,000 sq. ft.: Reception, 14 offices, shop, storage area, break room, training room, IT
- **Reason for Selling:** Exit strategy
- **Employees:** Project Managers (8), Estimating (2), General Foremen (5), Foremen (4), Shop (2), CADD (2), Service (5), Office (7)

A leader in crafting custom commercial heating and air conditioning solutions in the Bay Area, the well-trained team of 39 can design, fabricate, and install systems that meet the needs of its customers. Working mainly on dry side HVAC projects and custom sheet metal fabrication, the business generated over \$19MM in income in 2017 alone. General contractors are the largest client base and projects occur in schools and commercial properties such as restaurants and retail outlets. Utilizing state-of-the-art technology as well as over \$400,000 in tools and equipment has allowed this company to remain highly regarded and on the cutting-edge of the field over the 27-year history.

The team of thirty-nine is composed of project managers, estimators, foremen, service technicians, and support staff. A member of SMACNA as well as local unions, all non-office staff are proud union members and the service area is strictly dictated by negotiated union territories. The current owner has financial oversight and acts as a superintendent as needed.

The building features 26,000 square feet of shop, office, and storage areas. In a highly desirable location, the space is available for continued lease with a new agreement aligned with area market rates.

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