



14300 N Northsight Blvd #126
Scottsdale, Arizona 85260
480 278 5930

E Mail: msmock@business-buyer-directory.com

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.

**FULL SERVICES: COMMERCIAL BUILDING AUTOMATION SERVICES
East South Central USA**

**2021 Est. Revenue: \$4,200,000
2021 Est. EBITDA: \$1,600,000**

**\$1.6MM Highlighted Investment Considerations
Current Backlog: \$2,600,000**

Energy Savings Contract Growth:

As the Company has grown and established its reputation in the marketplace, it has been invited to bid on an increasing number of Energy Savings Contracts. While the Company has turned down many projects, it has been able to maintain a high growth rate due to the ability to bid and win such projects.

Design Build Trends:

In business since 2008, the Company has quickly built substantial goodwill with its key accounts by providing quality products and services, fair pricing, and excellent customer service. The Company is well known as a full turnkey building control contractor.

The Company's services include sales, installation, engineering, programming, graphics, system startup, commissioning, training, functional performance testing, service support, and preventative maintenance of multiple lines of building automation systems.

2020 Revenue Sources:

During 2020, Revenue Was Generated from:

- Building automation controls installation (97% of sales),
 - Maintenance (2%)
 - Services (1%).

The Company operates out of a 4,000-square foot office and warehouse facility and is currently staffed by (15) full-time and (2) part-time, non-union employees. Whereas most competitors subcontract installation work out, the Company keeps full installation crews in-house. This gives it more control over product and installation and gives customers assurance that the Company can continue to maintain the systems after installation.

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