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

LARGE ELECTRICAL CONTRACTOR ARIZONA

2020 Annual Sales: \$41,463,820

Annual Cash Flow: \$4,420,798

Asking: \$19,500,000

- Seller Financing
- Management Will Stay
- 400 Employees / (5) Regional Offices / (7) Area Managers
- \$1,000,000 of Current Inventory

As the populations in the South & Southwest regions are booming, the demand for this company's services is through the roof, with no end in sight. They currently wire around 200 homes per week, which comes out to about 10k wiring jobs per year. Their client base primarily consists of big builders in Arizona and smaller builders in New Mexico and Texas, with 10 of the big builders accounting for 80% of revenue. Work is secured years into the future, as builders may purchase land and develop it for 500-1,000 homes; those homes may take 7-10 years to be completed.

In addition to a large variety of electrical services, the company also provides backhoe services for trenching used for direct-burial cables. Assets include (5) backhoes, around (350) trucks, and (2) long-haul tractor-trailers. Their inventory is concentrated in the Phoenix warehouse. As jobs are given the go-ahead, the necessary components are packed up and transported to the correct city office, where they are picked up by a field employee and taken to the job site.

V Easy Quick Growth: V

Builders are frequently requesting this company to work in other cities and states due to a massive influx of new residents. Texas and Arizona combined gained 800,000 residents in 2018-19 while Colorado and Oklahoma gained 350,000. Expanding into these areas undergoing significant population growth would certainly increase revenue for years to come. The solid reputation and strong team are already in place – a new owner could take this company to the next level.

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