

# Available for Acquisition

## ***Full-Service Mechanical, HVAC, and Plumbing Contractor***

***Western US***

**Est. 2011 Revenue: \$11.7MM**

**Est. 2011 Recast EBITDA: \$1.5MM**

- **Strong overall sales growth (16.2% compounded annually from 2006 – 2010) and increasing profitability**
- **Large backlog of projects currently under contract**
- **Comprehensive turnkey capabilities**
- **Excellent long-term relationships with largest customers**
- **Incredible rate of repeat business annually**
- **Strong geographic markets provide continued growth opportunities**
- **Experienced management and staff available to remain with new ownership**

### ***Recast Historical and Pro Forma Statement of Income (\$000)***

|                                    | <b><i>2006</i></b> | <b><i>2007</i></b> | <b><i>2008</i></b> | <b><i>2009</i></b> | <b><i>2010</i></b> | <b><i>E2011</i></b> | <b><i>2012</i></b> | <b><i>2013</i></b> | <b><i>2014</i></b> | <b><i>2015</i></b> |
|------------------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
| <b><i>Sales</i></b>                | 6,387              | 7,047              | 7,271              | 10,391             | 11,659             | 11,700              | 12,400             | 13,100             | 13,900             | 14,600             |
| <b><i>EBITDA<sup>(a)</sup></i></b> | 314                | 652                | 976                | 1,232              | 900                | 1,480               | 1,602              | 1,725              | 1,865              | 1,994              |
| <b><i>% of Sales</i></b>           | 4.9%               | 9.2%               | 13.4%              | 11.9%              | 7.7%               | 12.6%               | 12.9%              | 13.2%              | 13.4%              | 13.7%              |

*(a) Earnings before Interest, Taxes, Depreciation, and Amortization*



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### **Client # 51360**

The Company is a full-service mechanical contractor specializing in the design and installation of commercial and industrial plumbing and HVAC solutions. Over its operating history, the Company has successfully completed projects ranging from \$100,000 to \$5,000,000 in value, including school and office buildings, hi-rise office and apartment buildings, prisons, arenas, and military barracks. In 2009, revenues were driven by commercial plumbing installation (50% of sales), sheet metal/ductwork (23%), commercial HVAC installation (17%), automatic temperature control (5%), and insulation (5%).

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