A Neumann & Associates, LLC
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Business Profile Engagement: 1492-2158

Company Information

Line of business:	Communications Infrastructure Contractor
Location:	Mid-Atlantic Region
In Business:	20+ years
Employees:	45
Facilities:	20,000 SF Warehouse & Office (leased)
Reason for Sale:	Retirement (consulting available)

Company Assets:

• Net Working Capital	$500,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$15,000
• Vehicles	$1,750,000
• Equipment	$2,350,000
• Other	$0
Total Assets included in Sale	$4,615,000

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2023	$12,700,000	$2,900,000
2024	$14,500,000	$3,200,000
2025	$12,750,000	$3,650,000
2026 (e)	$14,000,000	$4,150,000

Executive Summary

This well-known **Communications and Infrastructure Contractor** provides reliable and quality infrastructure services to a core set of clients primarily in the Mid-Atlantic Region. The firm enjoys significant operating margins, documented profitability and significant owner benefit. This business currently operates from a conveniently located 20,000 sq. ft. leased warehouse with office space. The ideal buyer should have considerable industry experience.

This non-union shop is an industry leader and enjoys a **strong competitive advantage** by providing historically dependable new installation and maintenance services to a core customer base of companies, some of which have been with the company for over 15 years. In addition, the firm has state of the art equipment and processes to go along with a supremely talented workforce.

It is projected that a new owner will obtain **significant additional growth** by expanding the geographic service area, increasing the volume of maintenance work and meeting demand for broader work from data centers. The Company projects an annual revenue growth rate under such premise of 25%+ per year with solid gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 4.3x EBITDA (2025). A full valuation report is included and there is $500,000 in Net Working Capital plus another $4,115,000 in Fixed Assets included in the deal. By implementing the proposed deal structure an owner operator will obtain almost **$1,400,000 benefit in after-acquisition-debt cash flow in Year #1 – over 45% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified management team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure
(Proposed)

Buyer Cash Down @ Closing	$2,988,000
Buyer Bank Financing	$5,976,000
Seller Financing - 5 years	$1,494,000
Performance Based Seller Note – 5 year	$4,482,000
Total Purchase Price	**$14,940,000**

Buyer Benefits

1) Growing business for 20+ years – leader in niche market with solid growth potential
2) Motivated owner helping in the transition, including potential consulting agreement
3) Significant owner benefit – 45%+ ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.