

FOR SALE: Commercial Roofing – 100% Recurring Clients – No Storm Chasing
\$12M in backlog and \$6.5M in WIP!

Financial Overview

List Price:	\$7,200,000
Gross Sales	
	\$18,146,275
Cash Flow	
	\$1,795,945

WIP: \$6,500,000
Backlog: \$8,500,000
Pipeline: \$6,500,000

Assets*: \$3,298,099

Equipment: \$630,342: Including jobsite forklifts, air compressors, generators, safety equipment, boom lifts
Vehicles: \$501,835: 16 vehicles including 12 trucks, 3 SUV's, and 1 cargo van
Computers/FF&E/Software: \$130,085
Roofing A/R: \$2,603,147 **Solar A/R:** \$190,028
Roofing A/P: \$678,762 **Solar A/P:** \$78,576
Working Capital (A/R – A/P):
 \$2,793,175 - \$757,338 = **\$2,035,837**
**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Clients: All referrals or repeat – hospitals, pharmaceuticals, military, universities, private schools, government (schools, town halls, police, fire), government agencies, national retail
Personnel: 51 including a Controller, HR Manager, 1 Superintendent, 2 Project Managers, 3 Estimators, 1 Accounting Asst. and 42 Laborers
Services: Commercial roofing services including membrane roofing, metal roofing, slate & tile steep slope roofing, below grade waterproofing, plaza pavers and ornamental sheet metal work, solar work (installation & repairs)
Lease: 16,000 sq. ft. with 4,000 sq. ft. of office space, 12,000 sq. ft. shop & warehouse
Owner's Responsibilities: Coordination of field operations along with Controller and Superintendent, and oversight of banking. Owner spends 20 hours a week in the business
Seller Training Period: 1-2 years
Reason for Selling: Retirement
Year Established: 2014
Growth Opportunities: Focus more on the solar side
Location: New York
Service Area: Throughout the states of New York, Connecticut, and along the Northeastern Seaboard

Funding Example

Purchase Price:	\$7,200,000
10% Buyer Down Payment	\$720,000
10% Seller Financing	\$720,000
80% Bank Loan	\$5,760,000

Description

This commercial roofing business has nearly 100% repeat customer base – there is no storm chasing. In 2024, there is already \$12M in backlog and \$6.5M in work in progress. Most of their projects are completed in less than one year, services are varied including, covering membrane roofing, metal roofing, sheet metal, slate & tile steep slope roofing, waterproofing, plaza pavers, and solar installation and repairs. Their well-developed team of 51 is made up of 1 Controller, 1 HR Manager, 1 Superintendent, 2 Project Managers, 3 Estimators, 1 Accounting Assistant, and 42 Laborers. The owner coordinates with the Controller & Superintendent, along with overseeing banking. He is confident that the Controller & Superintendent are qualified and capable of operating the company. With the purchase of this company, a buyer would receive \$3.3M in assets, which includes \$630K in equipment (forklifts, air compressors, generators, safety equipment, boom lifts, anything needed for their jobs), 16 vehicles, computers, FF&E, office software, and working capital. The business operates out of a 16,000 sq. ft. facility with 4,000 sq. ft. of office space.

Priced at **\$7,200,000**, this company is poised for a seamless transition. The owner is willing to carry up to 10% of the price and has offered to stay on board for 1-2 years, showing a vested interest in the ongoing success of the company. Currently there is no marketing or outside sales taking place, and there is a lot of untapped potential on the solar side of the business, which will greatly improve revenues and profit margins.

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