

FOR SALE: Solutions for Building Automation

3-Years upward trend with projections to hit 4 million in revenue!

Financial Overview

List Price: \$5,150,000 CAD

Gross Sales

TTM	2024	2023
\$3,801,419	\$2,548,769	\$2,055,734

Cash Flow

TTM	2024	2023
\$2,477,386	\$1,236,920	\$870,663

- **Profit Margin:** 49%

Valuation: 3-Year Avg Cash Flow x Multiple = Valuation
 \$1,528,323 x 3.4 = \$5,196,298

Business Information

Services: Building automation and technology solutions, system design and engineering coordination, project schematics, commissioning and management, support installations and ongoing services

Clients: Focus on large-scale commercial/industrial clients (e.g., airports). Multi-year service agreements; maintenance and dashboard solutions. Invite to bid projects with extremely high win rate (99% retention). No public bids; clients actively seek company via referral. No new construction

Location: Edmonton, AB with service throughout the province of Alberta, Northwest Territories and adjacent provinces

Personnel: 7 FT with subcontracted trades such as electrical, mechanical, and plumbing

Lease: Office space and materials storage used as a central hub but 80% of the work occurs at the client site

Seller Training Period: 1 to 2 years with the option to retain longer as a consultant

Owner Role: Active providing general oversight of the team, financial oversight, high-level project management, and high-level sales

Reason for Selling: Career change as the owner has been in this industry 20+ years

Year Established: 2003

Growth Opportunities: Expand geographically

Funding Example

Purchase Price: \$5,150,000

15% Buyer Down Payment	\$772,500
15% Seller Financing	\$772,500
10% Seller Equity Roll or Earn Out	\$515,000
60% Bank Loan	\$3,090,000

Description

Boasting a 49% profit margin, this company offers services including building automation design, support installation services, implementation of building technologies, and commissioning on pre-existing structures. They do not work on new construction projects. Their client base includes industrial and commercial facilities, including airports, manufacturing facilities, and commercial mixed-use developments. They offer maintenance contracts for their clients and are often invited to bid on these projects with an extremely high win rate (99% retention)! They do not perform new construction and do not bid on public contracts; clients seek them out through word-of-mouth referrals. The team consists of 7 full-time personnel, supplemented by subcontracted trades such as electrical, mechanical, and plumbing experts. The company leases office space and materials storage to serve as a central hub for the technicians, but approximately 80% of its work is conducted at client sites. The owner is active in operations, providing general oversight of the team, financial oversight, and high-level project management. Based in Alberta, Canada, this business specializes in building automation design and commissioning for industrial and commercial clients. The company's service area includes the province of Alberta, Northwest Territories, and adjacent provinces.

Priced at **\$5,150,000**, the sellers have offered to carry 15% of the purchase price in addition to carrying 10% via seller equity roll or earn out. Additionally, they have offered to stay with the business for 1 to 2 years post close ensuring a smooth transition and positioning the company for continued success.