



CONFIDENTIAL BUSINESS PROFILE
Electrical Contractor

Projected Gross Sales 2011*:	\$2,200,000	Terms:	Negotiable
Projected Gross Profit, 2011*:	\$ 440,000	Selling Price:	Reasonable Multiple of Gross Sales or Gross Profits
Projected Adj. Cash Flow, 2011*:	\$ 337,000	Location:	Connecticut
Four Year Historic Gross Sales:	\$3,800,000		

Acquisition Highlights

- Over 60 years of solid profitability
- Growth of the company has been based on a philosophy of integrity, creativity, capability and a responsibility to their clients with little need for advertising
- Dedicated merit shop workforce with an average tenure of 17 years employment with the company.
- Depth of experience in many industries (healthcare facilities, industrial, municipal, historic restorations, etc)
- The company has several long term (5 year) contracts with municipalities to maintain streetlights and a ten year history of performing street light maintenance, repair and installation.
- Signed two year contract with the local utility company to provide all required service work
- Retained Electrical Engineer to review all designs and approve and stamp drawings for permitting
- Generac® service maintenance certified technicians
- 24 hr. on call emergency response capability
- Fleet of 14 impeccably maintained vehicles provides very effective brand recognition and advertising for the business

Business Synopsis

- In Business: 60+ Years
- Employees: 12 Full-time, merit based compensation
- Owner: Must have or be able to obtain CT E-1 License
- Reason for Sale: Owner at planned retirement age, willing to stay for an orderly transition

* Projected sales, profitability and cash flows are based on actual results as of 6/30/2011 and current projections at the time of compiling information for this document, Touchstone nor Company management does not have duty to update this document. As with all projections the company may achieve results similar to these amounts or the company could have results drastically different, either higher or LOWER than the projected amounts.

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Our client requires a signed confidentiality agreement and indication of financial qualifications.
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