

2020 Revenue  
Est.  
**\$2,700,000**

2020 EBITDA  
Est.  
**\$365,000**

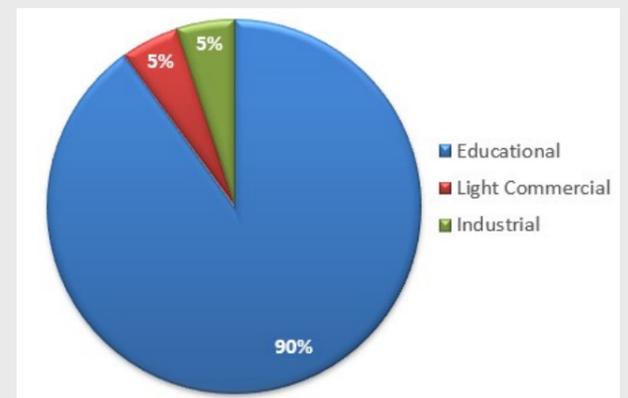
### BUSINESS HIGHLIGHTS

The Company specializes in providing full-service and turnkey electrical contracting services, focusing on commercial and industrial projects. The Company also offers limited refrigeration solutions. The Company operates through two internal profit centers: large-scale open market projects (90% of 2019 revenue) and small negotiated contracts (10%).

Due to its broad in-house capabilities, the Company's professional and certified teams are committed to providing the best and most cost-effective solutions to its customers



### Customer Market Mix



### COMPANY STATS

24 yrs of operations

Highly profitably

75%+ Repeat Business

### GROWTH OPPORTUNITY

Hire Additional Employees

Develop Sales/Marketing

Geographic Expansion

### INVESTMENT APPEAL

- **Strong Revenue Growth** - The Company's revenue increased from \$530,000 in 2017 to \$2.3 million in 2019, an historical compound annual growth rate (CAGR) of 109.6%. In 2020, the Company's revenue is expected to reach \$2.7 million or 16.0% growth over 2019.
- **Increasing Profitability** - Adjusted EBITDA, a key indicator of financial performance, increased from \$67,000 in 2017 to \$172,000 in 2019. In 2020, the Company's EBITDA is expected to reach \$365,000 (13.5% of sales).
- **Broad Capabilities and Service Segment** - The Company employs professional industry experts and qualified apprentices. The Company is equipped to handle jobs from small commercial repairs to new system installations. Projects include complex large-scale electrical work in commercial buildings, institutional facilities, and industrial complexes. Overall, projects range in size from under \$20,000 to more than \$1 million.

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