

**Commercial & Industrial HVAC/R Company
Acquisition Opportunity**

Client #10409

This company, located in the Mid Atlantic (PA, NJ, DE), is a leading regional provider of HVAC and refrigeration services.

The company primarily serves commercial, industrial, and institutional clients but will also do some residential work.

Their service offering includes installation, service and repairs, and preventative maintenance to cover all HVAC/R needs.

A strong and loyal client base continually returns to work with the company and management conservatively estimates more than 75% of their work in a given year is with repeat customers.

Their work is managed and completed by an experienced and long-tenured team of project managers and field technicians. The company has placed an emphasis on hiring and retaining quality employees offering a positive and engaging environment where they work on complex and interesting projects. Almost 60% of the employees have been with the company for more than 5 years.

The company had another strong year in 2022 with revenues and Adjusted EBITDA of \$7.1M and \$1.14M respectively.

There are tangible opportunities for growth, both organic and via acquisition, that are present in the market and would likely be pursued by a new owner.

The owner has spent most of his professional life building the business and now feels the time is right to transition the company to a new, growth-oriented owner. As such he has begun the process of finding an acquirer who can capitalize on their historical success while continuing to provide their clients with the same level of outstanding service.

To learn more about this opportunity, please contact us at 484-534-8600 or info@bma1.com.