

# Exit Strategies, Inc.

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**FILE #:** ESI-OR 33

**TITLE:** Portland Area Electrical Contractor

**SUMMARY:** Since the late 1990's, this electrical contractor has primarily served commercial and industrial (including process control) customers in the Portland metro area. Secondarily they also service the residential market, though not a constant focus.

With constant growth over the past 9 years, this non-union shop has grown to 15+ employees, including: electricians (the majority of which are journeyman), estimators and office staff. As electrical contractors, they pride themselves on solid relationships followed by perfect service. They consistently provide design/cost options for commercial, industrial and large residential projects, within specifications. The team is skilled at working within the regulations and requirements of local utilities, Oregon's electrical code, local building departments and their inspectors. By working with the client during early stages of conceptualizing a project, they often can save them money by avoiding mistakes that must be reworked later.

The focus in growing the company has been to hire employees who can live and work by the Seller's strong work ethic and customer oriented ideals. As the workload increased a culture was created to focus on well-planned and cost effective electrical installations. This culture has now turned into a reputation, and one that is not dependent solely on the owner.

Operating from a meticulously organized approx. 4,500 SF warehouse, they are ideally located with access to I-205 and I-5 to travel most anywhere in the Portland Area.

**REASON FOR SALE:**

The Seller has grown this business to the capacity he feels comfortable. He would now like to pursue other business and volunteer/service opportunities.

**KEY POINTS:**

- Solid Growth: 2006 Sales were a 24% increase over 2005.  
2007 Sales are solid through June.
- Focus on Design / Build projects; a defensible niche.
- Great staff, flexible owner position.

**FINANCIAL SUMMARY:**

(Approximates)	<u>12.31.05</u>	<u>12.31.06</u>	<u>6.30.07</u>
<b>Gross Sales:</b>	2,000,000	2,450,000	1,065,000
<b>Net Profit:</b>	89,000	315,000	197,000
<b>SDC / Annualized CF:</b>	<u>383,000</u>	<u>396,000</u>	<u>376,000</u>

\* 2005 and 2006 Data from Tax Returns. 2007 Data from June 30, 2007 P&L's.

**SALES PRICE:**

**\$1,170,000** (Including inventory of approx. \$100,000.)

- This business is SBA Financeable.

**Additional information will be disclosed by Broker after completion, review & approval of the following: Covenant of Confidentiality, Personal (or business) Summary Financial Statement, and for certain niche businesses, possibly a personal resume.**

**Due to strict confidentiality there will be no exceptions.**