

Zoellner, Garten & Co.

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Acquisition Opportunity

Client 4166 Roofing Contractor

Description. The Business installs shingle and rubber roofing, but they also will do gutter installations and roof repairs. They look forward to making your home a more enjoyable place for you and your family!

Niche: The Business gets much of their business from referrals. They offer competitive prices, provide excellent work, and receive the highest reviews from their customers.

Opportunities. The Owners are frequently asked to do things other than roofing; they have mostly declined as it is their choice. Growth opportunities include expanding the type of roofs installed such as metal roofs, expanding their area of coverage (currently they focus on the Cincinnati area east of I-71 and north of the Ohio River) , focusing on Repairs and Storm Damage, and also moving into the installation of Siding, Windows, Doors, and Decks.

Financial. Annual Revenues ranged in the past few years from \$550,000 to over \$650,000. EBITDA in 2017 and in 2018 is over \$150,000.

Employees. The Owner uses independent contractors to install roofs and do other work. They have written agreements with the Subs, many of which have been with them for years.

Equipment. The Business has a 1-year old professionally wrapped truck that is highly recognized, and a dump trailer; both are for sale. There is a lot of value to their web site, name, phone numbers, and other Goodwill of the business.

Asking Price. The Asking Price \$350,000 plus the Truck and Trailer if a buyer wishes to purchase them. This is less than two times EBITDA.

Comment. The is a great business with a lot of opportunities to grow. It has low overhead and unlimited potential.

To Learn More: If interested, please call us. Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and complete the Buyer Profile.

Please contact us if you have any questions or need assistance.

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