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**Hartford County: Profitable Roofing Contractor with Foreman and Installation Teams in Place
\$634k Sales | \$273K Gross Profit (43%) | \$189K EBITDA (30%)**

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PinewoodAdvisors.com is proud to bring this Hartford County, CT roofing contractor to market in 2023.

Established in 2016, the owners invested heavily into building a seamless customer experience, trustworthy crew, powered by an online presence that generates dozens of leads per month at a low cost.



With a quality website, SEO optimized content, numerous 5-star reviews on Google, Facebook, and home services sites, and timely and quality services, this company is sure to grow in the hands of a new owner.

Key value points include:

- **Financials:** Strong 2022: \$634k Sales | \$273K Gross Profit (43%) | \$189K EBITDA (30%)
- **Profitable:** Consistent profit margins and net income to owner
- **Resilient:** Company emerged from COVID with higher profit margins and stronger team
- **Team:** Lead foreman, three subcontractor crews, sales and office handled by the owners
- **Services:** Residential roof replacement & repairs (majority), commercial roofing, gutters, siding
- **Growth:** Expand commercial roofing, metal roofs, gutters, expand crew and sales efforts

Process

1. Submit your information on the listing website, or email to listings@pinewoodfs.com. Pinewood will send you an NDA via DocuSign for execution
2. Upon receipt of your NDA, we will provide detailed CIM and excel financial package
3. If further interested, set up a call with listing advisor, Chad Pavel
4. Additional diligence items available upon request (tax returns, contracts, revenue details, etc.)

Financial Summary	2020A	2021A	2022A	2023P	2024P	2025P
Sales	\$ 657,590	\$ 528,732	\$ 634,349	\$ 761,218	\$ 875,401	\$ 1,006,711
YoY Growth %		-20%	20%	20%	15%	15%
Gross Profit	\$ 274,720	\$ 248,282	\$ 273,222	\$ 332,900	\$ 388,685	\$ 440,994
Gross Margin %	42%	47%	43%	44%	44%	44%
Operating Income	\$ 161,570	\$ 149,955	\$ 188,842	\$ 215,485	\$ 259,641	\$ 301,105
Margin %	25%	28%	30%	28%	30%	30%

A = Actuals

P = Projected