

## FOR SALE

### RESIDENTIAL & COMMERCIAL

# Roofing Contractor

Profitable Standing Seam Metal Roof Niche | Leader in 7-County Region

**ASKING: \$1,600,000 | GROSS: \$2,384,000 | CASH FLOW: \$594,828**

**INVENTORY: \$35,000 | FF&E: \$292,450 | EMPLOYEES: 9 FT 2 PT | LOCATION: SOUTHERN MO**

#### BUSINESS SUMMARY

Established in 1995, this company provides residential and commercial roofing solutions within a 75-mile radius of its main office. It is the second-oldest roofing company in the area and the largest in terms of revenue, with a well established customer base and excellent reputation. It is the leading installer of standing seam metal roof systems, and is the only contractor in the area with the ability and equipment to create custom metal panels on site.

The company's product offerings include residential and commercial shingles, standing seam metal roof systems, commercial flat roof systems (EPDM and TPO), and architectural shingles. Its primary service area covers the seven-county Ozark Heritage region of southern Missouri. The company also serves parts of northern Arkansas.

Residential roofing accounts for approximately 80% of revenue, while commercial roofing makes up the remaining 20%. The company has low customer concentration, with no single customer responsible for more than 10% of annual sales.

Unlike most of its competitors, this company has an excellent in-house marketing program that covers online and traditional marketing efforts, local event sponsorships, and consistent branding across all areas of the business. It also strives to use sustainable practices throughout the organization, from the job site to the office.

This business offers an opportunity to acquire a successful turnkey operation that can continue to be run as-is, or use the company's reputation, longevity and financial performance as a foundation for geographic expansion and next-level growth.

#### FACILITIES & EQUIPMENT

This business operates out of an 1,100 square-foot office space with a 3,300 square-foot shop and fenced yard located within walking distance. All equipment and vehicles are in good condition and well-maintained. [This transaction does not include real estate.]

#### INVESTMENT HIGHLIGHTS

- » Established reputation for quality and service
- » Largest roofing contractor in 7-county area
- » Profitable niche in standing seam metal roofing
- » Robust in-house marketing program
- » Last three years have seen growth in sales and net income



#### GROWTH OPPORTUNITIES

Many opportunities exist for a new, strategically focused owner to grow this company to the next level. These include but are not limited to the following:

- » Offer gutter and/or siding installation and repair
- » Expand into green market by installing solar panels on metal roofing
- » Increase business in underserved northern Arkansas area
- » Offer service and maintenance contracts
- » Hire dedicated sales force to leverage existing relationships and develop new business



For additional information, please contact:

**Chris Taylor**

(479) 644-6143 | [chris@allantaylor.co](mailto:chris@allantaylor.co)

