



M&A ENGAGEMENTS - JUNE 2019

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SELL-SIDE (For sale)

\$19.0 Million North East Steel Distribution Company (#741): Company serves architectural firms, structural engineers and commercial entities. It offers delivery and custom cutting, sawing, slitting and bending of a broad and diverse range of metals.

Listed Price: Open Bid Cash Flow: \$2,056,481

\$6.4 Million NY Commercial HVAC & Plumbing Company (#757): Est. 30+ years. Provides commercial plumbing, heating, sprinklers, HVAC, backflow prevention and air balancing services to commercial buildings in NYC. Specializes in new construction, renovation and capital improvements.

Listed Price: Open Bid Cash Flow: \$489,372

\$5.9 Million NY Famous Kitchen & Bath with 20+ Booked Jobs (#801): Established 68-years. Company offers high quality, turnkey design and renovation packages. It specializes in kitchen cabinetry, countertops, tile, plumbing fixtures, lighting, fireplaces and more. Its high-quality service has earned it a reputable name within its community.

Listed Price: \$ 1,800,000 Cash Flow: \$536,310

\$5.2 Million NY High-end Dry Cleaning and Restoration Company (#898): The Company is a world-renowned dry cleaning and restoration company with a blue-chip clientele. For over 60 years, it has served celebrity and high-profile clients in many of New York state's leading industries, including fashion, entertainment and government. Its commercial customers include Fortune 500 companies, fashion designers, hotels, restaurants, museums, and theatre companies, among others.

Listing Price: \$5,000,000 Cash Flow: \$616,735

\$4.7 Million NY Mason Supply with 2.0 Acres of Real Estate (#538): This is one of the largest mason supply yards on Long Island, NY. It has been providing customers with dependable service and the widest selection of quality hardscaping and building materials since 1987.

Listed Price: \$5,500,000. Inventory: \$395,000

\$2.7 Million NY Dealer/ Distributor of Audio Equipment & Musical Instruments (#903)

Major distributor of pro audio/musical gear, headphones, home audio equipment. This company has been serving the market for nearly 50 years and is both well-known and highly trusted by consumers. It generates 80% of its revenue from Online Sales.

Listed Price: \$ 625,000

\$2.3 Million NY Commercial Flooring Contractor (#922): Based on Long Island, NY, the Company is a leading installer of resin floor and wall systems. It is a premier contractor of specialty coatings, such as epoxy, concrete, brick, and stone. In business for over 47 years.

Listed price: \$2,700,000 Cash Flow: \$443,908



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SELL-SIDE (For sale)

\$1.6 Million NY Daycare & Pre-School Educational Center (#746): The facility serves newborn to Pre-K. It is situated near parkways, follows national common core standards, and has separate PT/OT rooms. It has a service agreement with the Department of Social services and is enrolled in Child and Adult Care Food Program.

Listed Price: \$1,800,000 Cash Flow: \$350,000

\$1.5 Million NY Moving & Delivery Business with Storage (#740): Company serves the New York Tri-State Area. It provides national and international moving services for a growing customer base. This award-winning moving company utilizes the most cutting-edge equipment to safely transport and deliver most fragile high-end furnishings, antiques, fine arts, pianos and machinery.

Listed Price: \$895,000 Cash Flow: \$221,652 Fixed Assets: \$395,000

\$1.3 Million Upscale NY Salon & Day Spa with 3 Profitable Revenue Sources (#923):

This rare opportunity was recognized by Salon Today as one of the 200 fastest growing salons and day spas in the U.S. Salon services: Hair cutting; Coloring; Conditioning; Scalp services. Spa services: Body therapies; Skin Care; Waxing; Manicure; Pedicure Services.

Listed price: \$1,150,000 Cash Flow: \$338,527

\$1.3 Million NY Specialty Uniform Supply Business with Real Estate (#850): In business over 35 years, the company is a select supplier of uniforms, shoes, and accessories to federal and NY state civil service employees, such as Postal workers, NYPD, Sanitation, and Corrections.

Listed price: \$1,495,000 Cash flow: \$318,472

\$1.3 Million NY Residential HVAC Company (#927): Established 40+ years. Company offers service and installation of residential and light commercial heating, air conditioning and ventilation systems. It specializes in air quality control systems, central air conditioning, ductless mini-splits, forced-air gas furnaces, commercial roof top installations.

Listed price: \$375,000 Cash flow: \$165,062

\$1.1 Million NYC Boutique Wine Store (#739): Store is in an appealing, high traffic location in Manhattan. Established over 10 years ago. Approx. 93% of business is repeat business. Wine store has a database of over 17,000 customer names and its own branded Smartphone App.

Listed price: \$560,000 Cash flow: \$203,371

\$1.0 Million NY Medical Equipment / Supplies Company (#953): This well-established and profitable supplier of durable medical supplies & equipment, specializes in custom foot and ankle orthoses. Located in New York, its diabetic and orthopedic shoe services are typically not offered by larger prosthetic and orthotic companies, which often wins them referrals for their services. It is accredited for Medicare and New York State Medicaid and has a Certified Pedorthist on staff.

Listed price: \$1,050,000 Cash flow: \$225,261



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BUY-SIDE (Seeking Acquisitions)

Addiction / Suboxone Clinic

Our client seeks to acquire practices in New England. Board-certified in psychiatry and addiction medicine, the client employs psychiatrists, internists, and other clinicians. The client provides outpatient treatment and detox from opioids, psychotherapy, and family support services, etc.

Desired acquisition criteria

Sales ***\$100,000 to \$1MM*** ***Location*** ***New England states***

HVAC Company

Our client is one of the leading HVAC Companies in the NY Metro area. The ideal acquisition candidate will operate in NYC or Long Island (Nassau & Suffolk counties) and will have gross sales between \$1M and \$5M million per year.

Desired acquisition criteria

Sales ***\$1MM to \$5MM*** ***Location*** ***NYC, Nassau & Suffolk***

Janitorial Supply Company

Our client is a leading wholesale distributor of janitorial supplies & equipment, washroom supplies, and sustainable green products that generates over \$40 million in annual revenues. Its customers include building services contractors, property managers, and healthcare, education, hospitality, and transportation facilities.

Desired acquisition criteria

Sales ***Less than \$5MM*** ***Location*** ***NY Tri-state area***

Internal Medicine Practice

Our client is a multi-specialty group that provides preventive and comprehensive medical care to patients in Queens and Long Island, NY. Specialties include internal medicine and cardiology. Services include annual physicals, allergy testing, nerve conduction studies, and ultrasounds.

Desired acquisition criteria

Sales ***\$250,000 to \$5MM*** ***Location*** ***Queens, Nassau, Suffolk***



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BUY-SIDE (Seeking Acquisitions)

Property & Casualty Insurance Agency with National Presence

Our client is seeking P&C agencies specializing in commercial and personal lines and employee benefits. Client has completed over 20 acquisitions in the last 10 years and has access to virtually every market on a direct basis. Additionally, they are willing to allow the existing owner to retain a minority interest in their agency and continue to operate under their own trade name.

Desired acquisition criteria

Premiums \$1MM to \$15MM

Location NY, NJ, CT

Service and Light Manufacturing

Our client is North East based private equity firm seeking to invest in US-based companies operating in the service and light manufacturing sectors. Target companies will generally have a high degree of recurring revenue and EBIDTS of \$1MM+

Desired acquisition criteria

Sales \$5M+

Location NY, NJ, CT, MA

Note: The above is a representative sample of our active engagements. For a complete list of opportunities, please call (866-449-6922) or email (info@nybbinc.com) us.