

# LYNCH MECHANICALS

3715 ROSEMONT AVE, CAMP HILL, PA, 17011

[238220] Plumbing, Heating, and Air-Conditioning Contractors

Graham Lynch, Owner

(717) 761-1966

URL: LYNCHMECHANICALS.COM

### Business Operation Detail:

Location Sales: \$500k-\$999k

Employment: 4

Operation Type: Single Location

Corporate Sales: N/A

Corporate Employment: N/A



Main Street Consulting

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## Industry Financial Insights:

(Peer industry and sales class average % basis)

Financial Metrics: Sales Class: \$500,000 - \$999,999

2018q2 TTM

### Standard Company Spend at Projected Revenue

Gross Margin	48.51%	\$389,471
Officer-Owner-Compensation	8.39%	\$67,343
Depreciation	1.13%	\$9,100
Operating Expenses	43.34%	\$347,963
Operating Income	5.17%	\$41,508
After Tax Net Profit	4.08%	\$32,757
Owner Earnings	13.60%	\$109,190
Accounts Receivable: Total Assets	22.71%	\$30,471
Accounts Payable: TLNW	14.04%	\$18,838
Net Worth: Assets	43.17%	\$57,923

### Industry Standard Benchmarks

Accounts Payable: Revenue	2.35
Current Ratio	1.92
Days Payable	16.63
Net Working Capital Revenue	0.05
Days Receivable	13.85
Interest Coverage	14.32
Current Liabilities: NW	0.73
Loans-Notes Payable: Net Worth	0.17
Modified Z Score	7.40
Total Liabilities: Net Worth	1.32

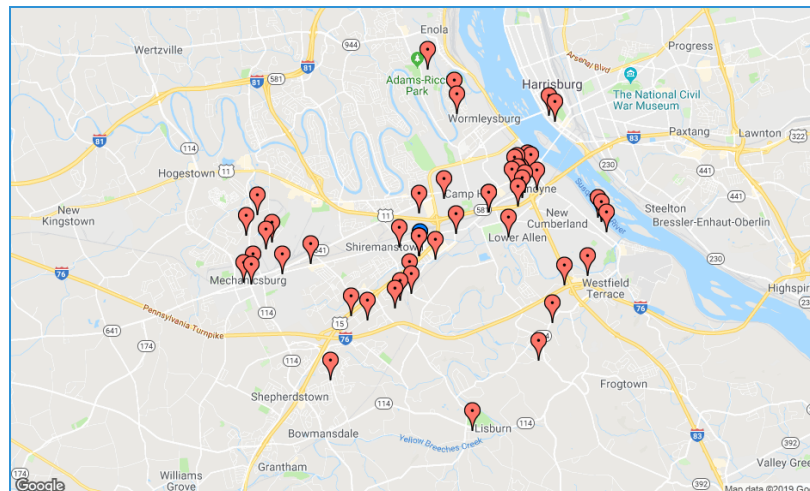
## Business Value Insights:

February 2019

	Income Approach	Earnings Approach
Quartile 1	\$226,489	\$195,618
Median	\$314,082	\$254,618
Quartile 3	\$423,192	\$324,184

Bizminer Vestimate® Value basis derived from projected company sales; peer group average earnings %; and industry valuation multiples.

## 50 Closest Operations in this Industry Market



## Market Analysis Insights:

[238220]

Plumbing, Heating, and Air-Conditioning Contractors

February 2019

Industry Market Overview:

Harrisburg PA Metro Area

Industry Operations: 266

Business Sales Rank: 137 of 266

Annual Market Sales Volume: \$495,770,990

Average Site Sales: \$1,863,801

Average Small Business Sales: \$1,047,887

### Market Penetration:

Market Sales per Person: \$877

US Sales per Person: \$781

Market Sales per Household: \$1,997

US Sales per Household: \$1,851

### Market Area Population and Income:

Population: 565,008

Households: 248,264

Per Capita Income: \$32,315

Median HH Income: \$55,840

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# Glossary

## Industry Financial Insight Terms

Industry peer group percentage averages are applied to the company's estimated revenue.

**Gross Margin:** Business Revenue minus Cost of Sales

**Officer/Owner's Compensation:** Total wage compensation for services of company officers

**Depreciation:** Current portion of non-cash depreciation-amortization-depletion

**Operating Expenses:** Discretionary Expenses (excludes Cost of Sales and Interest Paid)

**After-Tax Net Profit:** Net Profit after payment of income taxes

**Owner Earnings:** Officers Compensation+Net Profit+Depreciation

**Net Worth/Assets:** Net Worth as a percent of Total Assets

**Accounts Receivable:** Total Assets: Short-term receivables as a percent of Total Assets

**Accounts Payable:TL& NW:** Short-term receivables as a percent of Total Liabilities+Net Worth

**Days Payable:**  $365/(\text{Cost of Sales}/\text{Accounts Payable ratio})$

**Days Receivable:**  $365/(\text{Business Revenue}/\text{Receivables})$

**Current Ratio:** Current Assets/Current Liabilities

**Interest Coverage:**  $[\text{Earnings before Interest, Taxes Due, Depreciation-Amortization}]/\text{Interest expense}$

**Current Liabilities: Net Worth:** Current Liabilities/Net Worth

**Total Liabilities: Net Worth:** Total liabilities/Net Worth

**Modified Z-Score:** A modified form of the Altman Z-Score which evaluates default risk

**Net Working Capital: Revenue:**  $(\text{Current Assets}-\text{Current Liabilities})/\text{Business Revenue}$

**Accounts Payable:Revenue:** Accounts Payable/Business Revenue

**Loans-Notes Payable:Net Worth:** Loans-Notes Payable/Net Worth

## Business Value Insight Terms

Bizminer Vestimate® Value basis derived from projected company sales; peer group average earnings %; and industry valuation multiples. Median ranges reflect a range of market conditions and business performance at this revenue scale.

You should not use Bizminer Vestimates® in place of a professional valuation or as the basis of any specific business-related or other financial transaction; nor to secure a business or personal loan.

**Owner Earnings (Cash Flow) Approach:** Revenue/Owner Earnings market valuation approach

**Sales Approach:** Revenue/Annual Sales market value approach

**Median and Quartiles:** Median: the point at which 50% of a sample is above and 50% of the same below the value.

Quartile 1 lies at the mid-point between the median and the lowest value; Quartile 3 between the median and the highest value.

## Market Analysis Insight Terms

**Market Area:** The selected market parameters for this industry. Where there are at least five identified industry establishments, default market parameters are:

15 MILE RADIUS

44-45 Retail Trade

72 Accommodation-Food Services

811-812 Other Services

METRO

23 Construction

42 Wholesale Trade

48-49 Transportation-Warehousing

51 Information

52 Finance and Insurance

53 Real Estate- Rental and Leasing

54 Professional-Scientific-Technical Services

56 Administrative-Support-Waste-Remediation

61 Educational Services

62 Health Care-Social Assistance

71 Arts-Entertainment- Recreation

813 Religious-Grantmaking-Civic-Professional and Similar Organizations

US-NATIONAL

11 Agriculture-Forestry-Fishing-Hunting

21 Mining-Quarrying- Oil & Gas Extraction

22 Utilities

31-32-33 Manufacturing

55 Management- Companies & Enterprises

**Industry Map:** Displays the closest operations in the same industry as the selected firm

**Competitors:** The number of same-industry operations within the market area.

**Industry Market Sales Volume:** Aggregate industry market sales

**Average Site Sales:** Average annual revenue of industry market operations in the market area.

**Average Small Business Sales:** Average annual sales of single site firms with <25 employees in the market

**Firm Sales Rank:** Sales rank based on this location's estimated revenue among all same-industry market operations

**US and Market Sales per Household:** Sales per household using the US as a comparison basis for the local market or, if a national market, displaying that value.

**Per Capita Income:** Average area income per person

**Median Household Income:** Median (mid-point) area income per household

## Data Sources and Limitations

BizMiner data is widely accepted for industry analytical work, benchmarking, valuations, forensics and litigation. Raw data analyzed for BizMiner reports is sourced from an array of the nation's government and private statistical sources. None of these raw data sources creates the final measures reflected in BizMiner industry profiles. In total, BizMiner accesses over a billion sourced data points from 15 million business operations for each of its twice annual updates covering a 3-5 year time series. Historical data and BizMiner algorithms are used to inform and test projections for non-reporting firms. Data elements are sourced specifically from:

- IRS Statistics of Income
- IRS SOI Corporation Tax Book
- IRS Sole Proprietorship Tables
- US Economic Census
- US Census Quarterly Financial Reports
- US Census County Business Patterns
- Bureau of Labor Statistics Monthly Employment Reports
- Bureau of Labor Statistics Monthly Unemployment Reports
- Bureau of Labor Statistics Annual Wage Survey
- Bureau of Labor Statistics Industry Productivity Reports
- Bureau of Labor Statistics Price Indices
- Bureau of Labor Statistics Consumer Price Index
- National Agricultural Statistical Service
- US Census Retail Trade Report
- InfoGroup, Inc.
- DealStats
- American Community Survey

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