

LYNCH MECHANICALS

3715 Rosemont Ave, Camp Hill, PA, 17011

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

Owner: Graham Lynch, Owner

Phone: (717) 761-1966

URL: lynchmechanicals.com

INDUSTRY FINANCIAL INSIGHTS - 2019

PEER GROUP OWNER EARNINGS AT PROJECTED FIRM LEVEL

16.14%

\$136,650

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

(Peer industry and sales class average % basis)

STANDARD COMPANY SPEND AT PROJECTED REVENUE

Gross Margin	49.05%	\$415,283
Officer-Owner-Compensation	8.75%	\$74,082
Depreciation	1.35%	\$11,430
Operating Expenses	41.46%	\$351,022
Operating Income	7.59%	\$64,261
After Tax Net Profit	6.04%	\$51,138
Owner Earnings	16.14%	\$136,650
Accounts Receivable: Total Assets	23.77%	\$36,697
Accounts Payable: TLNW	13.80%	\$21,305
Net Worth: Assets	43.87%	\$67,728

INDUSTRY STANDARD BENCHMARKS

Accounts Payable: Revenue	2.52
Current Ratio	1.95
Days Payable	18.03
Net Working Capital Revenue	0.05
Days Receivable	15.82
Interest Coverage	17.53
Current Liabilities: NW	0.72
Loans-Notes Payable: Net Worth	0.16
Modified Z Score	8.45
Total Liabilities: Net Worth	1.28

BUSINESS OPERATION DETAIL

Location Sales:	\$500k-\$999k
Employment:	4
Corporate Sales:	N/A
Corporate Employment:	N/A

BUSINESS VALUE INSIGHTS

APRIL 2020

EARNINGS APPROACH - MEDIAN

\$348,840

VALUE APPROACH

	INCOME	EARNINGS
Quartile 1	\$242,227	\$256,987
Median	\$332,819	\$348,840
Quartile 3	\$437,296	\$444,443

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

MARKET ANALYSIS INSIGHTS

APRIL 2020

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

TOTAL INDUSTRY SALES

FIRM SALES RANK

\$458,053,440

107 OF 249

INDUSTRY MARKET OVERVIEW - HARRISBURG PA METRO AREA

Industry Operations	249
Business Sales Rank	107 of 249
Annual Market Sales Volume	\$458,053,440
Average Site Sales	\$1,839,572
Average Small Business Sales	\$1,055,820

MARKET PENETRATION

Market Sales per Person	\$811.00
US Sales per Person	\$800.00
Opportunity Index	0.99
Market Sales per Household	\$1,845.00
US Sales per Household	\$1,897.00
Opportunity Index	1.03

MARKET AREA POPULATION AND INCOME

Population	36,306
Households	13,586
Per Capita Income	\$35,022
Median HH Income	\$75,352

COVID IMPACT

Bizminer reports now adjust our raw data to better reflect the most recent changes in local and national industry markets. We accomplish this by integrating additional Census Bureau data with our proprietary content, allowing us to accelerate and refine month-to-month trends. Our content displays the new data in three ways:

- Our employment data is adjusted to better reflect the most recent realities at local and national levels
- Updates of industry market sales averages and total market volume are accelerated by one month and renamed as Trailing Twelve Month (TTM) values
- New content will display monthly (not annual) industry sales and employment from year-end 2019 through both Preliminary Update and Advance Projection months.

These enhanced protocols will be most obvious in our Industry Market Trend series, including a new “Monthly Change” tab in each report. Similarly, snapshot reports like the SWOT-XPRESS, Competitive Market Narrative and Company Insight series will reflect our new update protocols and add content for Preliminary Update and Advance months.

Shorter projections are more detailed and accurate than longer-term projections. Preliminary Update data is calculated on a more accurate and detailed basis than the Advance Projection month, which will adjust as it moves to “update month” status the following month. Interpret and utilize this content accordingly.

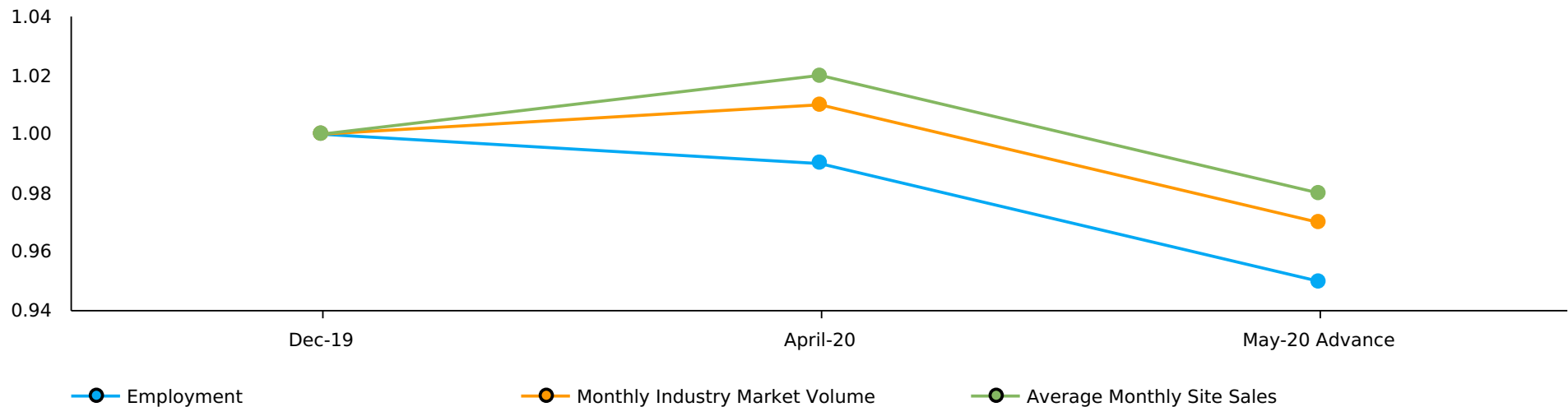
MONTH-TO-MONTH EMPLOYMENT-SALES

	Dec-19	April-20	May-20 Advance
Employment	2,164	2,136	2,050
Monthly Industry Market Volume	37,713,593	38,151,403	36,611,308
Average Monthly Site Sales	150,253	153,218	147,033

% CHANGE FROM DEC-19

	April-20	May-20 Advance
Employment	-1.27%	-5.26%
Monthly Industry Market Volume	1.16%	-2.92%
Average Monthly Site Sales	1.97%	-2.14%

Monthly Change Index (Dec-19=1.00)



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/(Cost of Sales/Accounts Payable ratio)

Days Receivable: 365/(Business Revenue/Receivables)

Current Ratio: Current Assets/Current Liabilities

Interest Coverage: [Earnings before Interest, Taxes Due, Depreciation-Amortization]/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: (Current Assets-Current Liabilities)/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

No representation is made as to the accuracy of the databases utilized or the results of subsequent analyses. Neither the Bizminer® nor its resellers have undertaken independent primary research to confirm the accuracy of the data utilized in the Profile analyses. Neither the Bizminer® nor its resellers are responsible for conclusions drawn or decisions made based upon this data or analysis. In no event will Bizminer® or its resellers be liable for any damages, direct, indirect, incidental or consequential resulting from the use of the information contained in Bizminer® reports.

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