



## PROJECT COOL BREEZE



### Tampa Bay Area's Leading and Most Trusted HVAC Provider

Our Client is the most experienced and reputable HVAC solutions provider in the Greater Tampa Bay area, with nearly 50 years of experience, offering a full range of residential and commercial products, services, and industry-leading technology.

**Service Area:** The Company's prime service area encompasses one of Florida's largest metropolitan regions, home to over three million people and growing rapidly. Thousands of new homes are built annually, driving a surge in demand for HVAC services. The region's hot, humid climate and booming housing market create an ideal environment for HVAC companies, ensuring a steady flow of new installations, replacements, and repairs. Florida's utility companies offer incentives to homeowners for energy-efficient HVAC upgrades, creating additional opportunities for installation.

**Expertise:** Our Client's industry-leading name brand and reputation is earned through its world-class product quality, rigorous HVAC standards, and exceptional customer service based on honesty and respect. As a Trane Comfort Specialist, the company is certified to install the most durable, reliable, and energy-efficient systems available. The shortage of skilled HVAC technicians in Florida creates a significant barrier to entry for new companies, making our Client's experience and reputation a valuable asset. Our Client's investment in technician training and apprenticeship programs creates a steady supply of skilled workers and offers a competitive edge with 130 years of combined technician experience.

**Market:** Florida's HVAC industry is an \$8.1B market, home to over 9,700 businesses and nearly 42,000 employees, representing an astounding one-third of the U.S. market, with Florida leading the nation in HVAC employment. Homeowners play a major role in the \$29B spent annually on air conditioning across the U.S., highlighting the industry's stability. With a projected 7.4% annual growth rate through 2030, Florida's HVAC sector offers strong expansion, investment, and consolidation opportunities.

**Opportunity:** Our Client is the leading HVAC solutions provider in a thriving Florida metropolitan area with a profitable, proven, and scalable competitive advantage. With nearly 50 years of expertise and a deeply rooted customer base, this family-owned company seeks a partner with the sales and marketing infrastructure to capitalize on its momentum and accelerate its growth. Kensington Park Capital has been engaged to help find that partner.

#### Key Highlights

- Regionally recognized for its unparalleled reputation, quality, and expertise.
- Deeply rooted customer network
- 200+ Five-star verified reviews
- Florida HVAC market: \$8.1B, representing 1/3 of the national market
- TTM Revenue (June): \$8.6M
- TTM Adjusted EBITDA: \$1,014K