



## FOR SALE

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A California based solar carport manufacturer is offered for sale. It is time for the owners to retire. The business has been operating for over 8 years and has recently been scaled back in anticipation of the retirement. The price is \$320,000 and will include all assets of the company including the following:

- A proprietary solar rail design and all manufacturing rights
- All specialty bracket and fastener designs
- All previous designs including structural analysis for each
- All logos, spreadsheets for estimating projects and other documents/displays
- The web site that is well established and lands at the top of most searches
- Small inventory of rails, brackets and end caps

**Solar Carports Direct, Inc.** - The corporation are also available if desired included in the same price. It is possible the future buyer may want to form an LLC under the same name **Solar Carports Direct** to avoid carrying any potential liability. Federal taxes for 2022, 23 & 24 have not been filed however there is no company income nor taxes due, and all income passed thru to the owners. The total sales for 2022, 23 & 24 was \$873k with only two people working, selling only the structural framing. The average annual income of \$291k per year makes it easy to see the huge potential income for the right company.

**Solar Constructors, Inc.** – This contracting company has not been used nor generated any liabilities. This company was a contracting company that we intended to use but found it was a better business model for us to have the solar installer do the installations. A qualifying individual will be required to operate this company.

In addition to the direct assets, we have developed all the shop processes that are required to complete the in-shop fabrication and have plan sets complete with the structural analysis in a design program. Bruce Alexander, PE will also provide consulting services over the first year on a Time and Materials basis at a reduced rate, if needed. Most standard plan sets can be produced in less than 6 hours and are site specific with all calculations based upon a specific location. Standard plans for a given region can also be developed easily.

### [Company Information](#)

Solar Carports Direct is entirely owned by Bruce and Laurie Alexander. With the sale, every account will be completely paid in full zeroing out all known liabilities and the few accounts that exist can be paid thru an escrow account, if desired.

### [Licenses and Company Registrations](#)

**Solar Carports Direct, Inc.** - California #C4003291

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California Resale License #103-004838

Bruce Alexander-Civil Engineer license #C41690

**Solar Constructors Incorporated** – General Engineering Contractor “A” license - inactive CA #C4263805

Please note the contractor’s license will require a new qualifying individual to activate the license.

### History of Employees and Associated Taxes

The majority of all work has been performed by the owners or family and all employees were either paid as Independent Contractors (welders, truckers, etc.) or were paid thru an “employment service”. No employee taxes are due.

### Suppliers

#### Railing Extruders

ABC Aluminum, Tijuana Mexico

Hydro Extrusions, Portland, OR

#### Steel Fabrication

Gerlinger Steel, Redding, CA

#### Stainless Steel Fabricated Brackets

Custom Built, Pennsylvania

#### Fasteners

Fasteners Inc., Anderson, CA

#### Paint and Primer

Cascade Paint, Redding, CA

#### Sand Blasting

ARS Blasting, Cottonwood, CA

### Computer Programs

CAD – Bentley Microstation V8 – Individually licensed to Bruce Alexander and commercially available and completely compatible with AUTOCAD – You will need your own license

Structural Analysis – SkyCiv -Commercially available on a monthly basis

Microsoft Office – Commercially available

Quick Books – Commercially available

Estimating Spreadsheets based upon Excel – Used for rapid quotes

Structural Analysis Spreadsheets – Used within the project calculations for connections, bolts, foundations, etc.

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## Other Miscellaneous Items

Hydraulic Post Turner – a forklift mounted rotator for the large cantilevers and Estate frames while painting or preparing to paint; also Steel Horses and Support Frames for storage and paint preparation.

## Solar Carports and Solar Railing Design

Early in setting up the company it was quickly determined that a new railing was needed along with a system of brackets and clamps that were more appropriate for elevated structures than the systems currently available. From many years of experience designing solar structures, it became clear that nothing on the market satisfied our goals of a structure that is aesthetically pleasing, exceedingly strong and meeting all applicable codes, easy to install, entirely erected from below, improved air flow for reduced operating temperatures and with a sealing system that keeps most of the rain out.

### SCD Solar Railing

Based upon a portrait solar panel orientation and a shared rail configuration, the design of a high strength aluminum railing design resulted in a modified I-beam that is 5" high x 3" wide and extruded from very high strength aluminum. (a rail profile with engineering data is attached) The necessity of creating a new design was the result of many years of frustrations with rails with insufficient strength, poor air flow for hot climates, installations requiring working on top of the panels, mounting brackets difficult to secure and rainwater/snow runoff that pours down under the structure. The SCD Solar rail solves these problems with little additional cost and significant savings in install time. There are currently two locations in North America that have been used to provide the extruded SCD rails along with our "hat channel" wire ways to keep wires out of sight. Both locations have the dies for the SCD rails and have proven they produce a quality product.

### SDC Soar Panel Clamps by S-5!

In order to allow solar panel installations from below and eliminating the need to ever get on top of the structure we worked with our longtime friends at S-5! To provide the connection. Based upon the S-5! C-clamp design we clamp the back flange of the solar panel to the flange of the SCD Rail with either a single stainless steel set screw or two set screws for high wind applications. AS a note, the single set screw model that is used under normal wind loading has been tested to over 500 pounds which adequately secures to panels and meets wind loading requirements of over 110 mph. The heavier clamp will sufficiently secure solar panels to 200 mph. These clamps are easily installed and will function well at a later date if panels ever need to be removed or replaced.

### Structural Steel Framing System

To meet all applicable building and structural codes and remain at a reasonable cost, HSS (Hollow Structural Sections) were selected and are typically square or rectangular tubing. An HSS section is nearly as strong as I-Beams of Wide Flange Sections but with a much cleaner look and a lot less places within the structure for birds, bees or other wildlife to make their home. The structural steel designs are specifically based on the SCD rail which allows for a compact design since the railing can span and cantilever great distances. The way the structures are typically designed also result in easy-to-follow structural engineering calculations. Structural reviews quite often have no comments or changes when plans are approved for permitting.

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## Structural Standard Designs

Since solar carport clients have various needs and expectations, it was important to offer an established and proven portfolio of various configurations. Custom designs are easily developed but the following are the main offerings to keep manufacturing processes simplified. Included are photos and plans for each of the standards:

- Semi-Cantilever Designs – Typically offered in a 2x, 3x and 4x panel high portrait layout.
- The Estate Series – Typically a 3x or 4x panel high layout
- Simply Basic – Designed like a table with a front and rear leg and can be made in almost any layout
- Tee – Designs ranging from a single 1x up to 5x or 6x panel high layouts are possible and are most often used to cover dual parking spaces in larger parking lots.

## Structural Steel Painting System

Significant to any well thought out design is the way the framing is coated and why a particular paint system is selected. First impressions often lead to powder coatings but considering shipping and handling during installation, most powder coatings are not easily repaired or touched up. With this in mind, a Direct to Metal paint system supplied by Dunn & Edwards Paint was selected. Both the paint and primer are water-based acrylics that are easy to use, easy to touch up, available in almost any color and environmentally friendly (very important in California).