



Palm Beach Air Conditioning
Contractors Association, Inc.

the plenum



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**Another
way
PBACCA
Serves You!**

DECEMBER 2022

VOL. 37 • NO. 12

PBACCA Hosts 20th Annual Golf Tournament

On November 18th PBACCA held their 20th Annual Golf Tournament at the Wellington National Golf Club, with around 90 Golfers who teed off at 1 p.m. Over 2,000 dollars was raised at this event to help support the Maury Jacobson Scholarship and Education fund. PBACCA would like to thank all the sponsors, participants, volunteers and Wellington National Golf Club for making this tournament possible! Beneficiaries of the Educational & Scholarship Fund were The Royal Palm Beach high School Air Conditioning Program and The Maury Jacobson Scholarship Fund.

2022 Golf Tournament Winners

First Place:

UniFirst Team

Congratulations to: David Graham, Herb Ackerman, Mark Deloach, Alex Dukeshire

Second Place:

Lidstrom Team

Congratulations to: Doug Lidstrom, Brad Lindstrom, Dave Murphy, Charles Matt

Third place:

Arco Supply Team

Congratulations to: Arturo Alba, Anthony Entenza, Jonny Matute, Rhaddy Hernandez

Par 3 Poker Winner:

Ian Lowery

Longest Drive Winner:

Tim Walker of Fresh Air UV

Straightest Drive Winner:

David Diaz of Robert R McGill

Closest to the Pin Winner:

Brad Lindstrom of Lindstrom Air

**Thank you for Participating in the 20th Annual Golf Tournament. We hope everyone had a great time!
See you next year!!**



First Place: UniFirst Team
David Graham, Herb Ackerman, Mark Deloach, Alex Dukeshire



Second Place: Lidstrom Air Team
Doug Lindstrom, Brad Lindstrom, Dave Murphy, Charles Matt



Third Place: Arco Supply Team
Arturo Alba, Anthony Entenza, Jonny Matute, Rhaddy Hernandez

**Photos by Jeff Schlichenmeyer of Today's A/C and Refrigeration.
THANK YOU!**



Palm Beach Air Conditioning
Contractors Association, Inc.

--PBACCA 2022 OFFICERS--

President: Tony Kiser
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585-3880 • Fax-585-3347
e-mail: pripple@pbacca.org

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(561) 626-8880

FINANCIAL ADVISOR: Donna M. Sotillo, CPA
Sotillo & Company • (561) 547-5730

President's Perspective



Tony Kiser

Greetings HVAC Community!

Since this is my sendoff Plenum letter, I would like to begin by thanking the 2022 PBACCA Board. This year saw us navigating many changes and balancing quite a few challenges to keep the club running and pushing it into the future. I would also like to give all of our sponsors a hearty thank you for consistently coming through to support us.

We just wrapped up another successful golf tournament (our 20th!) and could not have asked for nicer weather. Congratulations goes to our winners and gracious losers alike.

PBACCA's last event of 2022 is coming up this Thursday, December 1st. We will be meeting at the Lake Worth Beach Club for an evening of fun and games—Casino Night and our 9th Annual Toy Drive! This will be a great opportunity to network and enjoy some camaraderie as we reminisce about the best (and worst!) parts of 2022. We will also be swearing in the 2023 PBACCA board members. What a way to kick off the holiday season!

As 2022 comes to a close, and we reflect on what we have to give and what we have received, I encourage anyone thinking about joining the PBACCA Board to dive in head first. I myself have had a heck of a ride these past four years working through the ranks of the PBACCA Board, from Secretary to Vice President, President Elect to President. It has been a very rewarding experience. I have said it before and I will say it again: This is what we need to continue to do—grow our industry from the inside out.

I look forward to seeing you on Thursday as we end our 2022 PBACCA year with food, fun, and friends.

In unity and appreciation,

Tony

Associate Distributors - Palm Beach County

Advanced Work Van, Riviera Beach	.561-657-0406
Arco Supply, Lake Worth	.561-586-3331
Baker Distributing, Boynton Beach	.561-806-7075
Baker Distributing, West Palm Beach	.561-848-1416
Carrier Enterprise, West Palm Beach	.888-827-3352
Economic Electric Motors, West Palm Beach	.561-683-6262
Gemair Distributors, West Palm Beach	.561-842-6311
Goodman Distribution SE, Inc., West Palm Beach	.561-616-9466
Johnstone Supply, West Palm Beach	.561-689-3366
Refricenter, West Palm Beach	.561-689-8075
Trane Company, West Palm Beach	.561-683-3306
Tropic Supply, West Palm Beach	.561-684-3997

Palm Beach Air Conditioning Contractors Association (PBACCA) is an independent association serving the needs of the HVACR industry in Palm Beach County. PBACCA is not affiliated with the national group Air Conditioning Contractors of America (ACCA). The mission of PBACCA is to assist and better enable PBACCA members to acquire, serve, and satisfy their customers.



PBACCA General Meeting

February 2, 2023

“The Beach Club” in Lake Worth Beach.

Guest Speaker: Patrick Lange of Business Modification Group

Building A Sellable Heating and Air Business

4 things to focus on today, to increase the value of your business when it is time to sell

With all of the talk about buying and selling in the heating and air space, what does it mean for you and your business? What can you do today to help increase the value of your company? In this presentation HVAC Business Broker Patrick Lange shares what buyers are looking for in today's market, and 4 items you can focus on in your business to increase the value when it is time for you.

Reservations are required

Reservation deadline Monday January 30, 5:00pm

Thursday, February 2 “The Beach Club”

One 7th Avenue North, Lake Worth, FL. 33460

5:30 p.m. Check-in 6:30 p.m. meeting start's

No cost for meeting

Everyone will be ordering from the menu and paying for themselves

RSVP to Pam at pripple@pbacca.org

Would you like to sponsor a General Meeting?

\$250 Meeting sponsor / spotlight

(Includes 2 attendees and 5 minute Introduction at the podium)

Contact Pam for more Information: pripple@pbacca.org or 561-585-3880

**From all of us at PBACCA
we are wishing you a
happy Holiday Season
and a
prosperous New Year**



On behalf of everyone here at PBACCA, we would like thank you for participating in our Annual Trade Show over the past 30 Years.

With the challenges we have faced over the past several years. Have limited our normal gatherings, fundraisers, and events that help fund our local Association. PBACCA hasn't stopped working for its members and this year we have decided not to hold Air Show 2023.

***In lieu of the next year's Air Show we are excited to announce our
1st Annual Sporting Clays Shoot.***

Please know how much we appreciate your continued support to our association and we hope you will participate in next year's sporting clays shoot! To be held at OK Corral 9449 NE 48th St. Okeechobee, FL on February 18th 2023

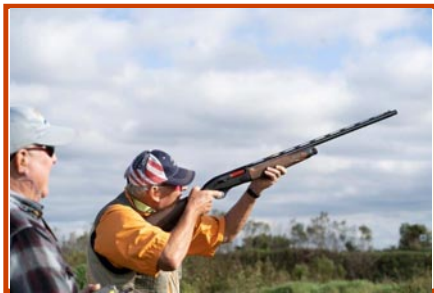
If at any time I can be of assistance, please contact me at 561-561-3880 or priple@pbacca.org

With great appreciation
Pam



February 18, 2023

OK Corral 9449 NE 48th Street Okeechobee, FL 34972



SCHEDULE

Registration - 8:45 am

Tournament Warm-Up - 8:45-9:45am

Shotgun Start - 10:00 am

BBQ Lunch, Raffles and Awards Celebration - 12:30 pm

This is a family friendly event for all skill levels. Please feel free to bring your own gun or rent a range gun at \$10.



PLAYER OPTIONS

- **Single Player - Early Bird \$175 | Regular \$200**

Includes tournament fees, golf cart, team ammo, ticket for lunch buffet at awards celebration

- **Foursome - Early Bird \$700 | Regular \$800**

Includes tournament fees, golf cart, team ammo, four tickets for lunch buffet at awards celebration.

- **Tournament Warm-Up - \$20**

Includes 10 rounds of ammo and 10 targets. Gun available at stand or use your own gun.



SPONSORSHIPS

All sponsors will receive signage at the tournament in addition to recognition on the PBACCA website and event promotions.

Title Sponsor - \$2000

Gun Sponsor (multiple) - \$850

Station Sponsor (multiple) - \$175

Breakfast Sponsor (2)-\$1000

Lunch Sponsor (2) - \$1500

Yeti Sponsor (multiple) - \$525

Cart Sponsor (2) - \$350

PBACCA • Po box 3407 Lantana, fl 33465 • -561-585-3880 • -prippl@pbacca.org • www.pbacca.org

February 18, 2023
Ok Corral Gun Club

9449 NE 48th St
Okeechobee, FL 34972



SCHEDULE

Registration - 8:45 am
Tournament Warm-Up - 8:45-9:45am
Shotgun Start - 10:00 am
BBQ Lunch, Raffles and Awards
Celebration - 12:30 pm



Select your choice of
options available

Early Bird rates good
until 1/6/23

☐

Single Player - Early Bird \$175 | Regular \$200 Includes
tournament fees, golf cart, team ammo, ticket for lunch buffet,
one raffle ticket and awards celebration.

☐

Foursome - Early Bird \$700 | Regular \$800 Includes
tournament fees, golf cart, team ammo, four tickets for lunch
buffet, four raffle tickets and awards celebration.

☐

Tournament Warm-Up - \$20
Includes 10 rounds of ammo and 10 targets.



Gun / Yeti Cooler Raffle

Purchase raffle tickets ahead or during event.

☐

\$25 ea | quantity _____

☐

\$100 (package of 5 tickets)
quantity _____

Single or Foursome 1

Foursome 2

Foursome 3

Foursome 4

Company: _____
Contact: _____
Address: _____
City: _____ St: _____ Zip: _____
Phone: _____ Email: _____

PAYMENT

☐ Check (payable to PBACCA)

Total: \$ _____

Send registration form to PBACCA, PO Box 3407 Lantana, FL
33465 or email to priple@pbacca.org. Questions? Contact us at
561.585.3880 or via email at priple@pbacca.org.

PBACCA • PO Box 3407 Lantana, FL 33465 • 561.585.3880 • priple@pbacca.org • www.pbacca.org

February 18, 2023 Ok Corral Gun Club

9449 NE 48th St
Okeechobee, FL 34972



All sponsors will receive signage at the tournament in addition to recognition on the PBACCA website and event promotions

Please send a high resolution logo via email to pripple@pbacca.org.

SCHEDULE

Registration - 8:45 am
Tournament Warm-Up - 8:45-9:45 am
Shotgun Start - 10:00 am
BBQ Lunch, Raffles and Awards
Celebration - 12:30 pm



SPONSOR REGISTRATION

- ☐ Title Sponsor - \$2000 (includes one complimentary team)
- ☐ Lunch Sponsor (2) - \$1500 (includes 2 complimentary team members)
- ☐ Breakfast Sponsor (2) - \$1000
- ☐ Gun Sponsor (multiple) - \$850
- ☐ Yeti Sponsor (multiple) - \$525
- ☐ Cart Sponsor (2) - \$350
- ☐ Station Sponsor (multiple) - \$175

Company: _____

Contact: _____

Address: _____

City: _____ St: _____ Zip: _____

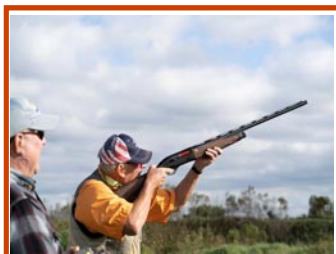
Phone: _____ Email: _____

PAYMENT

☐ Check (payable to PBACCA 3407 PO Box Lantana, FL 33465) Total: \$ _____

Send registration form to PBACCA 9449 NE 48th St.
Okeechobee, FL 34972 email to pripple@pbacca.org.

Questions? Contact us at 561-585-3880 or via email at
pripple@pbacca.org.



PBACCA 3407 PO Box Lantana, FL 33465 561-585-3880 pripple@pbacca.org www.pbacca.org



How can you tell the change of season in Florida? Watch for the license plates to change color. In this month's discussion we are talking about safety. Driving in south Florida is challenging enough, add the limited vision from most of our industry's vehicles (box truck, vans, pick-up trucks with loaded beds and trailers) and we face a real challenge every day. We have limited views around our vehicle, heavy traffic, aggressive drivers, drivers

unfamiliar with the area and even those drivers who seek out "company vehicles" to create an accident with. Additionally, if we do something "wrong," many of us are driving around a "billboard" advertising exactly how to contact us.

Driving for most of us is a mundane task, we do it repeatedly and becomes routine. Therein lies the danger, we must stay alert while driving. We should always be aware of our vehicle's position; watching for lane conditions, congestion, construction zones, weather changes and the "zoomies" – those drivers who view I-95 as their personal racetrack. If we stay alert, we have the benefit of early detection when a situation comes up. Keeping a few car lengths distance between you and the car in front of you also gives you time to react. The trouble is keeping this distance – remember the zoomies I mentioned? The space you intentionally leave between you and the vehicle in front of you is the opening they need to "lap" you. A safe driver will slow down a bit when this happens and regain the minimum safe distance (I know, it seems like you are going backwards at times, but its better to be safe than risk an accident). Weather conditions are a factor we should always treat with respect. The rains come and go here in our tropical paradise, this poses an obvious driving hazard. Additionally, the sun, high winds and fog should all be considerations for safe vehicle operation (since we are HVAC types; fog is 100% RH, saturated air. Sorry, couldn't resist throwing a little psychrometrics in the mix). Another item to consider is fatigue; some in our trade work long hours when "on call" or just long days. Recognize your limitations and take preventative actions when you feel drowsy; pull over somewhere safe and get the rest you need. Our driving behavior is next. Long hot days lead to short fuses sometimes. Collectively, let's make the conscious decision not to be the aggressive driver; slow down and follow the posted speed limits. Never tailgate or otherwise try to intimidate drivers, one "brake check" from the driver ahead of you and it's a very high risk of injury– not to mention the risk of an expensive insurance claim.

Safety also comes from knowing your vehicle's dimensions, stopping distance, general performance and operating within those parameters. By maintaining our vehicles, checking items such as tire pressure and fluid levels, we can help ensure the safest possible situation. Vehicles with properly operating brake system, good tire pressure, wheels properly aligned we have a better chance of avoiding an accident. Keep the cab and dash area clean so nothing can obstruct the operation of the vehicle. Furthermore, keeping the ladders and ladder racks in good condition can prevent a ladder from coming off the vehicle. If you've ever witnessed a ladder come off the top of a van – it's a scary sight! Making certain the ladder racks and straps are in good condition can reduce this potential. Try to avoid using scrap pieces of Romex, Panduit straps, or 18/5 low voltage wire as your ladder straps. Lastly, I'll mention parking and backing; limited visibility can create an increased potential for an accident. If possible while backing use a spotter or at least double check your mirrors and blind spots to the best of your ability. I hope this information, while basic, is helpful. Many times, just "slowing down" and not rushing through a process leads to a safer environment, this includes driving. As always, take care of yourself and remember to buckle up!



20th Annual Golf Tournament Wellington National Golf Club November 18th, 2022



The registration process included a tournament golf hat, and goodie bag



Getting in a few practice putts before the tournament



Everyone was getting ready for the start of the tournament



Keith Archibald, Tim Evens, Ben Bickham and Tom Jones of Johnstone Supply Ware Group



Chris Thurman, RJ Burris, Bill Aho and Glenn Aho of Arco Supply



Brad Lindstrom, Matt Charles of RGF, Doug Lindstrom, and Dave Murphey of Lindstrom Air



Dan Navarrete and Jeff Brooks of Air Care



Scott Kuschel, Howard Montgomery, Dave Mens and Rick Whitehead of Miami Tech Inc



David Stewart, Ken Hilgendorf, Steve Grotowski and Jim Mentzer of Service Experts



Will Enriquez, Fred Wharton, Brian Fullerton and David Diaz of Robert R. McGill



Andy Taylor of Leone Green with Mike Pienkowski, Tony Sanchez and Travis Depanics of Trane



Steve McDaniel, Max Podell, and Matt Rounds of Johnstone Supply Ware Group



Drew Garland, Mike Lloyd of Fresh-Aire UV with Jake Mack of Unifirst



Tyler Rush, Kasey Walker, Tim Walker and Miguel Cruzado of Fresh-Aire UV



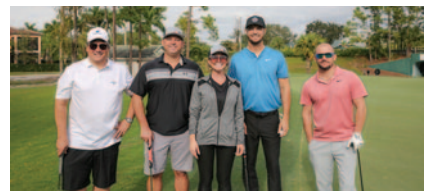
Justin Phillibaum, Daryl Shearer, Dave Elbers and Roberto Siewert of Farmer & Irwin



Tony Kiser, Dave Welch, Sean Caplin and Ken Ottowny of EDS Air Conditioning



David Alpeter with Doug Marty of Air Guide and owner of Wellington National Golf Course



Dennis Hardesty, Chris Erickson, Viviana Maguire, Caleb Burchard of Baker Distributing, with Craig Cantrell of Amtek



Arturo Alba, Javier Isasi, Johnny Matute and Rhanny Hernandez of Arco Supply



Sean Whalen, Mike Burke, Jay Michaels and Mason Moses of Whale'n Air



David Graham, Herb Ackerman, Mark Deloach and Alex Dukeshire of Unifirst

Thank You to all who helped make the 2022 PBACCA Golf Tournament at The Wellington National Golf Club a great success

2022 PBACCA GOLF TOURNAMENT SPONSORS

HAT SPONSOR

UNIFIRST

GRAND PRIZE 65" T.V. SPONSOR

ARCO SUPPLY

GRAND PRIZE SPONSOR

JOHNSTONE SUPPLY

GOODIE BAG SPONSOR

FEDERATED INSURANCE

RAFFLE PRIZES DONATED BY

FEDERATED INSURANCE

JOHNSTONE SUPPLY

MULLIGAN SPONSOR

EDWARD JONES INVESTMENT

TIM MCGRAW

REGISTRATION SPONSOR

DECON 7 SYSTEMS

Hole Sponsors

ADVANCED WORK VANS

AL PACKER FORD LINCOLN

ARCO SUPPLY, INC.

BAKER DISTRIBUTING

CMI AIR CONDITIONING
& ELECTRICAL

FEDERATED INSURANCE

FRESHFAIRE UV

JOHNSTONE SUPPLY

TRANE

TROPIC SUPPLY

UNIFIRST

FOURSOMES

Advanced work vans

All County Sheet Metal

Air Care

Arco Supply #1

Arco Supply #2

Baker Distributing

CMI Air Conditioning & Electrical

Daikin Comfort Technologies

EDS Air Conditioning & Plumbing

Farmer & Irwin Corp.

FreshAire UV #1

FreshAire UV #2

Johnstone Supply the Ware Group
#1

Johnstone Supply the Ware Group
#2

Lindstrom Air Conditioning

Miami Tech Inc.

Robert R McGill

Service Experts

Trane

Tropic Supply

Unifirst

Whale'n Air Conditioning

Thank You To All!!

Beneficiaries of the Education & Scholarship Fund

The Royal Palm Beach High School Air
Conditioning Program

The Maury Jacobson Scholarship Fund

*A gracious thank you goes out to all of our
Sponsors, Volunteers, and participants for
their donations and time. We hope to see
you at next year's PBACCA 21st Annual
Golf Tournament.*

VOLUNTEERS

Arturo Alba

Jessica Alperin

Sean Caplan

Steven Castillo

Carissa Duemig

Tony Kiser

Jake Mauck

Rob Mayhew

Kelly McCann

Tom OConnor

Jim Pickard

Patrick Raney

John Riley

Jeff Schlichenmeyer

Daryl Sholar

Steve Sparks

Ben Vaughn

Robin Worrell

*Please feel free to contact Pam Ripple at 561-585-3880
with suggestions to make next year's tournament even better.*



Annual SPONSORSHIP OPPORTUNITY

Dear PBACCA Contractor and Associate Members:

Palm Beach Air Conditioning Contractors Association (PBACCA) thanks you for your sponsorship and support. In an effort to simplify sponsorship opportunities for both the association and our sponsors, we are proud to announce our new “Annual Sponsorship Commitment.” This allows you to be a sponsor at ALL the PBACCA events! This also allows you to plan where you want your marketing dollars to go next year.

There are five Sponsorship Levels available which encompass our four different events: the Golf Tournament, Fishing Tournament, Installation/Casino Night and Sporting Clays Shoot. You may select from Platinum, Gold, Silver, Bronze or Contractor. Your company will be recognized at each event at the sponsorship level of your choice. For the top 4 levels, your Company name will appear for the entire year in **The Plenum** newsletter, in the section listing our Annual Sponsors.

Platinum sponsors are eligible to sponsor shirts, hats and coolers for special events, at an additional cost.

Please complete the attached form to indicate at what Sponsorship Level your company would like to participate.

Don't miss this great opportunity to show your support for PBACCA and gain company exposure!

PO Box 3407 • Lantana FL 33465 Ph# 561-585-3880 •
Fax# 561-585-3347
e-mail: priple@pbacca.org

PREFERRED VENDORS

PBACCA Annual Sponsorship Levels, which will provide the benefits listed below.

The sponsorships currently available are below. Please review the following list of opportunities and fill in the form and fax or mail to Pam Ripple at the address specified at the bottom.

PLATINUM LEVEL SPONSOR — 6

available \$3,000.00 Sponsorship includes:

- Platinum Level Sponsor recognition at each event
- Your logo in all advertising and trade publications.
- Half page ad space in the *Plenum* Newsletter for one year (\$1,300 value)
- One 4-some and sign at annual Sport Clays Shoot
- Recognized as Platinum Level Sponsor in the PBACCA Advertising.
- One boat registration for High-E-Fishin-Sea Tournament (\$300 value)
- Associate Membership (\$350 value)
- One foursome and hole sign at the annual Golf Tournament (\$950 value)
- Four dinner tickets for the Installation Banquet (\$500 value)
- Hat/Shirt /Cooler sponsorship opportunities for events (Added cost) *Available only to Platinum Sponsors*

GOLD LEVEL SPONSOR — 10 available

\$2,000.00 Sponsorship includes:

- Gold Level Sponsor recognition at each event.
- Your logo in all advertising and trade publications.
- Quarter page ad space in the *Plenum* Newsletter for one year (\$900 value).
- One foursome and hole sign at the Annual Golf Tournament (\$950 value)
- Three dinner tickets for the Installation Banquet (\$375 value)

SILVER LEVEL SPONSOR — 15 available

\$1,000.00 Sponsorship includes:

- Silver Level Sponsor recognition at each event.
- Your logo in all advertising and trade publications.
- Eighth page ad space in the *Plenum* Newsletter for one year (\$540 value)
- One boat registration for High-E-Fishin-Sea Tournament (\$300 value)
- Two dinner tickets for the Installation Banquet (\$250 value)

BRONZE LEVEL SPONSOR — 20 available

\$750.00 Sponsorship includes:

- Bronze Level Sponsor recognition at each event.
- Your logo in all advertising and trade publications
- Eighth page ad space in the *Plenum* Newsletter for one year (\$540 value)

CONTRACTOR SPONSOR \$500.00 Sponsorship includes:

- Contractor Sponsor recognition at each event.
- Five dinner tickets for the General Membership Meeting

Company Name: _____ Contact Person: _____

ADDRESS: _____ CITY/ST/ZIP: _____

PH #: _____ FAX#: _____

E-Mail: _____ Year _____



Please check one of the following:

- ☐ PLATINUM SPONSOR ~ \$3,000.00
- ☐ GOLD SPONSOR ~ \$2,000.00
- ☐ SILVER SPONSOR ~ \$1,000.00
- ☐ BRONZE SPONSOR ~ \$750.00
- ☐ CONTRACTOR SPONSOR ~ \$500.00

The following Platinum Sponsor options will be available on a first-come, first-served basis. For an extra \$2,500.00

***NOTE Please check ONE box to indicate your preference.**

- ☐ HEFS T-Shirts with your company logo
- ☐ HEFS Hats with your company logo
- ☐ Golf Shirts with your company logo
- ☐ Golf Hats with your company logo
- ☐ Sport Clay Shirt your company logo
- ☐ Sport Clay Hats with your company logo



Is The Biggest Number The Best Deal for Your HVAC Company?

Patrick Lange

When business owners get ready to sell, it's natural that they want to get the highest price possible for their company. They've worked hard to build something they're proud of, and they may be planning to make the payout last throughout the length of their retirement.

If you're comparing offers for your company, don't be so dazzled by the biggest number that you overlook what might be a better deal for you. Here are some factors to consider.

Most deals are structured by prospective buyers as a combination of cash outlay and financing over time, which allows the buyer to make a larger offer than if he were simply paying cash. Many buyers will ask the current owner to hold part of the note for up to five years. When you accept seller financing, you're becoming a banker. You're accepting the risk that the new owner may default, something you should think long and hard about when your retirement is at stake.

As a seller-financer, you'll be tying your investment to the future performance of the company. You may even be asked to work in the company as an employee for a couple of years. That means you won't have control over decisions that affect the employees, the customers, or the company's performance. That may not be easy for some owners, especially if the company's performance starts to decline.

If your return on investment is tied to the future performance of the company, the buyer you chose can become a de facto partner, which may not have been your intent. If he's asking to operate the company under your license, you're still liable for the quality of the work, even if you aren't making decisions. Legally, you're stating that you are overseeing all the work that's being done. That may involve much more time and effort than you'd planned to take on during retirement. More headaches, less golf. Is that something you can live with?

If the new owner defaults, you may not have much value you can reclaim. If the customer base and maintenance contracts have dried up, the only thing left in the company may be a few hundred thousand dollars' worth of used equipment. Most owners who have planned on retirement don't want to start from scratch to build the company up again. There's considerable risk involved.

Real estate can also complicate the deal. If you own a building, you've probably been renting it to your own company at a significant discount. You may have to continue that steep discount for the new owner so he can make ends meet. If property values go up, you might not be able to take advantage of higher rents or the opportunity to sell at a significant profit. That will impact your retirement income for the foreseeable future.

You can see why the terms of the sale are as important as the price. You're betting part of your future on a stranger who may be great at raising money but not so good at running a business. It's important to understand that the cash payout and the full selling price might be two different numbers with two very different risk profiles over time.

And you might be okay with that. It makes sense for some owners to defer some of the payout because of tax implications or your current financial situation and goals. You may also feel confident that the company still has plenty of room for profitable growth; maybe you're willing to take a risk on a bigger payout a few years down the road. That's for you and your financial advisor to determine.

The important thing is to understand the entire picture of risk and reward clearly as you determine the sale price that is right for you right now. That's what an experienced broker can help you work through before you sign the deal.

About the author: Patrick Lange



patrick@businessmodificationgroup.com

[Patrick Lange](#) is an experienced HVAC-specific business broker with [Business Modification Group](#) based in Horseshoe Beach, Florida. He has a unique background in financial planning and has even owned an HVAC business himself. This makes him well suited to working with some of the most successful HVAC business owners in the country. Specializing in companies with 1-10 million dollars in revenue, he maintains a network of buyers and sellers in the industry. He has sold more HVAC businesses than any other broker in the United States over the last three years and is currently the President of the Business Brokers of Florida (North Florida District.)

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Events Calendar

Palm Beach Air Conditioning Contractors Association, Inc.

2022 CALENDAR of EVENTS

Jan 5	Board Meeting - 4:30 p.m.- Via Zoom
Feb 2	General Meeting - 5:30 p.m.- The Beach Club One 7th Ave. North, Lake Worth, FL
Feb 18	Sport Clay Shooting - 8am shotgun start OK Corral Gun Club 9449 NE 48th St. Okeechobee, FL 34972
March 2	Board Meeting - 4:30 p.m.- Via Zoom
April 6	General Meeting - 5:30 p.m.- The Beach Club One 7th Ave. North, Lake Worth, FL
May 4	Board Meeting - 4:30 p.m.- Via Zoom
June 1	General Meeting - 5:30 p.m.- The Beach Club One 7th Ave. North, Lake Worth, FL

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