BRENTWOOD GROWTH

Case Study

# HVAC Business Uses Brentwood Growth's Expertise To Find Great Buyer



# About Capital City Comfort Solutions




The foundation of Capital City can be traced back to Chris Barrett's time in the U.S. Marine Corps, where he developed his core principles of dedication and strong values. Following his military service, Barrett began his career in the HVAC industry, starting as a mechanic. Demonstrating remarkable expertise and commitment, he achieved both journeyman's and master's licenses in just three years, while acquiring comprehensive knowledge and skills in every facet of the HVAC business.

In 2016, Chris took the entrepreneurial leap and established Capital City Comfort Solutions. What began as a small enterprise with just two people rapidly expanded into a thriving business employing 25 team members. This impressive growth was fueled by customer loyalty and word-of-mouth recommendations. Since its inception, Capital City has prioritized the well-being of its workforce, understanding that each team member plays a vital role in the company's achievements. Based in the Greater Richmond, Virginia area, the company has maintained its founding principles of integrity and character throughout its operations.

# Results

Brentwood Growth illuminated the path forward for Chris with an innovative approach, showing him how to get immediate value from his company while also securing future compensation based on a rollover structure that removed liability concerns.

Before meeting with Brentwood, Chris had limited understanding of his company's market value. Brentwood Growth established this valuation and expertly took the company to market, attracting multiple potential buyers. This provided Chris with options to select a buyer who could help him achieve his specific goals.

Throughout the entire process—from the initial meeting through the deal closing and even through the indemnity term—Brentwood Growth provided personalized service and care. Their approach felt deeply personal rather than transactional, providing Chris with the confidence that he was securing the best possible outcome for his situation.

# What The Seller Had To Says

"Brentwood Growth did an excellent job from our first meeting through the close of the deal and then through the end of the indemnity term. There wasn't one time that I felt like Brentwood Growth was just doing a job. They put every effort and care into the process as if it was just as personal to them as it was to me. Brentwood Growth's advice and diligence throughout the process was second to none and gave me the confidence that I was getting the best outcome for my situation. I have recommended and will continue to recommend Brentwood Growth to other business owners interested in seeing what the potential of their business holds. Brentwood Growth will work diligently to get the best possible outcome for the business owner."

- Chris Barrett

# About Brentwood Growth

Brentwood Growth assists home service and facility management business owners wanting to sell all or part of their business. We assist in valuation, transaction structure, marketing the business, leveraging our network of institutional buyers and managing due diligence / legal process to close.

**Our fees are 100% performance-based paid at close of transaction.**

Our experienced advisors offer comprehensive business valuation services, combining financial and operational expertise with a deep understanding of business ownership and company acquisitions. We have also been on the buy and sell side of many transactions.

This blend brings knowledge, experience, and value to a sale, purchase, or consulting relationship.

Schedule a complimentary business valuation consultation with one of our trusted advisors.

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