



**MLS# :** 05022-10225

**Price :** \$1,300,000

**Type :** Commercial Property

**Size :** 12 Acres

**Beds:** 0

**Baths :** 2.00

**Address :** 4941 County Road 346 , Silt , Colorado , 81652

## FEATURES

- ✓ structural steel business sale
- ✓ west of Glenwood Springs
- ✓ luxury home construction
- ✓ commercial structural steel
- ✓ 8,000-square-foot building
- ✓ trained employees & staff
- ✓ serving Aspen Vail Western CO
- ✓ Colorado broker Gary Hubbell

## ABOUT THE PROPERTY

### Colorado Custom Structural Steel Fabricating Business for Sale

This Colorado structural steel fabrication business for sale is centrally located between Grand Junction, Aspen, and Vail, Colorado--three markets that are experiencing significant economic growth and development. Known for providing well-crafted structural steel fabrication and erection services, CSS has been in business since 1989. Originally based in Carbondale, Colorado, to serve the Aspen, Snowmass, Basalt, and Glenwood Springs markets, CSS relocated to Silt, Colorado to a larger headquarters to serve multiple Western Colorado markets.

[Architectural steel, oil & gas infrastructure, farm & ranch corrals, commercial steel, government projects](#)

This business has a long history of providing the steel framework and finished product for all manner of projects across Western Colorado, including high-end multi-million-dollar luxury homes in Aspen, Snowmass, Vail, and Beaver Creek; hotels, condominiums, and commercial buildings; schools, bridges, and other government projects; oil & gas infrastructure and equipment; and gates, fences,

## CONTACT US

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corrals, and agricultural structures such as barns and sheds for local farmers and ranchers.

### Preferred supplier for several contractors specializing in luxury homes

CSS is the preferred subcontractor for over 25 contractors in Aspen and Vail who specialize in high-end luxury homes. Their shop building and skill sets enable builders to erect a quality structure with predictable results. The payroll is usually 20-30 skilled ironworkers, welders, salespeople, and office staff.

### Good cash flow and income stream with Colorado construction business for sale

This business has excellent cash flow and always has a number of projects on the board. Books will be submitted upon signature of a non-disclosure agreement and buyer's proof of funds.

### Excellent land base with large shop building

The business is based on a large 12-acre lot with excellent access to nearby Interstate 70. The 8,000-square-foot shop building is equipped with a 6-ton overhead crane, 6 welding work stations, 110 ton Piranha punch/shears, V18 HydMech Bandsaw with 18"x36" capacity, Peddinghaus CNC Mono Drill line with 40" table and 40" vertical head room, 5 F350 service trucks, boom truck, forklift, tower crane, 2 trailers and a large inventory of stock and remnant steel . There is a large work floor area, tool storage, four offices, and restrooms. The current owner will offer a long-term lease for the property to a new owner, or possible purchase of the real estate assets. Vehicles and various tools are offered with a complete purchase of the business.

### Investment Highlights

- Active contracts valued at \$3+ million
- Large steel fabricator in a vibrant, affluent market
- Vertically integrated - providing clients with drafting, fabrication, and installation
- Business volume can be tripled in the current facility
- Experienced management
- A loyal customer base of general contractors and other clients
- Reputation for delivering high-quality products on time and at a competitive price
- Room for expansion with additional hires
- Continuously investing in the latest equipment.

The Company is a dominant fabricator of structural steel beams, columns, stairs, and rail in one of the most robust markets in the country. Clients consist of general contractors and other private and public sector entities. Projects are primarily new and remodel construction for high end resort residential, commercial, and government projects. Management estimates the value of structural steel fabrication work entering its market for bid in the next two years to be in excess of \$200 million.

Custom Structural Steel began in 1989 with one man, a truck and a welding machine. By 2003 it averaged 11 contracts valued at \$117 K , but by 2018 it had 140 contracts which were valued at \$3.6 million, which represents a year-over-year increase of 8 contracts and a value growth of 3,000%. Management expects 2019 to generate \$3.1 million in revenue and 2020 revenue to be the highest in Company history at \$4 million. The Company now runs about 25 people, with 6 service trucks, a boom truck, a tower

crane and a 6000 sq ft customized, advanced technology shop with 2000 sq ft of office space.