

Michael M. Cohen

Self-funded buyer based in Hollywood, Florida.

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I am actively looking to acquire and operate one established small business in South Florida.

My background is in financial operations and analytics across industrial automation, e-commerce, government services, distribution, consumer goods, manufacturing, and PE-backed companies. After close, I will be the full-time owner-operator — buying a business to run and improve, not just to hold.

OPEN TO CO-INVESTMENT

This search is self-funded by default, but open to co-investment on the right deal. If backing an operator-led acquisition appeals to you, reach out directly.

INDUSTRIES — RANKED BY FIT

The examples below are not exhaustive; the primary considerations are durable revenue and a succession-minded owner within these umbrella categories, whether named here or not (e.g. commercial awning-maintenance or interior-plant / office-plant service).

1. Manufacturing
 - Focus on fabrication, open to other types
2. Field services
 - IT managed services (MSP)
 - Pool service — residential and commercial
 - Commercial pest control
 - Commercial HVAC — service-heavy, not new construction
 - Commercial fire & life safety
 - Commercial landscaping with a recurring maintenance book
 - Commercial cleaning

Not pursuing: retail, restaurants, and B2B industrial distribution.

IDEAL TARGET PROFILE

- Durable revenue — a recurring service book, or a repeat customer base
- A succession-minded owner approaching transition, with no family successor in line
- 5–35 employees
- No single customer above 25% of revenue
- A capable second-in-command already in place

TARGET SIZE

Established, profitable businesses with:

- **SDE:** from \$400K
- **EBITDA:** from ~\$250K

GEOGRAPHY

Within a one-hour drive of Hollywood, FL — north to Boca Raton and Boynton Beach, south to Homestead.

WORKING WITH ME

Brokers, intermediaries, and business owners are all welcome, and I work directly with whoever brings the deal: no intermediary fees withheld.

If you have a listing that fits, or you know an owner weighing a transition, please reach out.