

FOR SALE: Maintenance and Light Renovation for Schools- No Labor Staff

Light Renovations for Schools Fully Collateralized

Financial Overview

List Price: \$790,000

Gross Sales

2022	2021
\$2,698,493	\$2,627,374

Cash Flow

2022	2021
\$250,287	\$237,514

Valuation: Cash Flow x Multiple = Valuation
 \$250,287 x 3.15 = \$788,404

Assets Included in Purchase: \$615,276

Equipment and Vehicles: \$237,852

Working Capital: \$377,424

Business Information

Services: Maintenance and light rehabilitation work including renovations, drywall work, light electrical system installation, plumbing work, and demolition.

Personnel: General manager, 1 billing, 2 Field Superintendents They subcontract out all labor.

Clients: Primarily Municipalities for the State of Colorado. 50% of their work is done for school systems.

Year Established: 2005

Location and Service Area: Denver Metro Area

Reason for Selling: Retirement preparation

Seller Training Period: Up to 3 Years

Current Owners' Responsibilities: Estimating and Management

Growth Opportunities: The current owner has kept the business small out of preference. The business could expand in almost every aspect including self-performed labor, client base, geography, marketing tactics, and more.

Funding Example

Purchase Price: \$790,000

10% Buyer Down Payment	\$79,000
10% Seller Financing	\$79,000
80% Bank Loan	\$632,000

- A 10% down payment of \$79,000 returns \$132,949 in the first year after debt payments! A 168% ROI!
- Bank Loan 100% Collateralized!

Description

Established in 2005, this business serves those in the Denver Metro Area, focusing on municipal work with over 50% of their revenue from the state school systems. Their services revolve around maintenance and rehabilitation including renovations, drywall, light electrical system installation, plumbing, and demolition. This purchase includes \$237,852 in equipment and vehicles as well as \$377,424 in working capital, along with a 100% collateralized bank loan! As an added demonstration of his vested interest in the ongoing success of the business, the owner has also offered to carry 10% of the purchase price. Their small but mighty team includes a General Manager who assists with estimating, hiring and scheduling, 2 Field Superintendents plus 1 in billing, while the owner focuses on the estimating and management of the overall business. The owner of this business is selling for retirement preparation but before stepping away from this operation, he is dedicated to ensuring the ongoing success and comfort of both the staff and clients which is why he has offered a transition period of up to 3 years. Priced at **\$790,000** and with sales of \$2,698,493 in 2022, 10% down payment of \$79,000 returns \$132,949 in the first year after debt payments. A 168% ROI! This business is a fantastic opportunity for a wide variety of buyers, it possesses exponential room for growth in almost every field as the owner has kept things small out of personal preference. Due to the recently passed infrastructure bill, this company is recession proof due to their municipality focus.

- CONFIDENTIAL -

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