

## FOR SALE: Commercial Maintenance with 800K + in Sales

*Easy growth through increased job bidding and owner **does not** clean!*

### Financial Overview

**List Price:** \$470,000

**Gross Sales**

2017: \$827,738

2016: \$914,900

**Owner Profit/Cash Flow**

2017: \$155,392

2016: \$125,272

2015: \$171,279

2014: \$88,732

**Profit Margin:** 13%

**Multiple:** 3.03

**Valuation:** 2017 Cash Flow x Multiple = Price  
\$155,392 x 3.03 = \$470,838

### Assets Included in Purchase: \$252,195

**Equipment:** \$147,645: \*amounts may vary

Kawasaki propane burnisher, 2 floor scrubbers, 2 swing machines, vacuums, miscellaneous janitorial and office equipment, snow plow, 3 lawn mowers

**Vehicles:** \$104,550:

4 Chevy Express Vans, 2 Chevy Silverados, 2 Dodge Grand Caravan, Chevy Avalanche, GMC Sonoma, Ford Focus, Honda Fit Sport, Ford Freestar, Chevy Astro Van, Chevy Lumina

**Intangible Assets:** Well-established reputation in 3 States

**Inventory:** Varying Amounts of Cleaning Supplies

### Business Information

**Year Established:** 1996

**Location:** Eastern Nebraska

**Service Area:** NE, IA, and SD within 20-minute radius of office

**Demographics:** 50% weekly commercial cleanings, 50% larger quarterly commercial cleanings

**Building:** 7,500 sq. ft. office (3,000 sq. ft. shop area within)

**Reason for Selling:** Moving to Albany, NY

**Employees:** 2 managers (bilingual), 1 night supervisor (Quality Control), 30-35 laborers

**Office Hours:** Monday – Friday: 8AM – 5PM

**Seller Training Period:** 90 Days

**Growth Opportunities:** Bid more jobs & add exterior commercial maintenance (lawns, snow removal) to current client base

**Current Owner's Responsibilities:** Quickbooks accounting, general management, purchasing, bidding, and customer service

**Current Owner DOES NOT do cleaning/labor and DOES NOT manage crews**

### Funding Example

**Purchase Price:** \$470,000

15% Buyer Down Payment: \$70,500

5% Seller Financing: \$23,500

80% Bank Loan: \$376,000

*A 15% down payment of \$70,500 returns \$84,937 in the first year after debt payments!*

### Description

With over \$200,000 in assets and a 13% profit margin, this janitorial and maintenance service provider cleans and maintains small and large office complexes. Services provided include Construction Site Cleans, Office Cleaning, Floor Care and more. Work is evenly split between weekly (50%) and quarterly (50%) cleanings for clients located in Nebraska, Iowa and South Dakota, all within a 20-minute radius of the owner's office in Northeast Nebraska.

After 20 years of existence, this company has a solid reputation among the janitorial industry. The owner is responsible for the accounting side, management and bidding of the business. Current Owner does not do cleaning or labor, nor the management of crews. There are 2 bilingual managers who are in charge of crews, 1 night supervisor, and 30-35 laborers. The typical office hours are 8AM – 5PM, but some jobs require hours anywhere from 5AM – 12AM.

Included in the sale will be all equipment currently used for jobs at all sites including floor scrubbers, many vans and trucks, and other miscellaneous equipment. Current Owner has explored offering lawn and exterior services to existing clients, and a buyer could easily implement this. Growth opportunities also exist in bidding more jobs within the current territory.

The profit has the potential to be greater if job bidding and services is increased even minimally.