

# NICHE TRADE CONTRACTOR

## Treasure Valley Location

### THE COMPANY

This company sells and installs one type of product and the seller said they do it better than anyone. In business for 60 years, our client company enjoys a sizeable amount of repeat and loyal customers. The Company's "brand" are very well known and respected for integrity, quality and reliability. The earned reputation comes only from a long history of delivering excellent service and finished product. While there are competing companies whose services overlap with our client Company's, there are none with the same tenure in the market. The Company's market area includes an approximate 10 mile radius around the Treasure Valley, including Southern Oregon. The Company's customers include new commercial construction contractors, schools, municipalities, utility companies, State and Federal agencies, the National Guard and home owners. In addition to the maintenance and installation services, the client also has a recurring product maintenance stream. The company currently has three full time employees and currently works 40 hours and another owner works part time. While the employees are trained and work well, the seller has put in place operating manuals and standard operating procedures to help them in day-to-day operations and to minimize supervision. Further, such systems will assist in transitioning the business to a new owner. The seller recently came out of semi-retirement due to the departure of a general manager. This Company has a long history of excellent cash flow.

### THE LOCATION

The company operations are on a highly visible 2 acres of land (needed for yard space) with a 1,500 square foot shop that includes a small but very functional office. The property is seller owned. The seller is willing to do a long term lease of the property at a reasonable rent or the business can be relocated.

### THE REASON FOR SELLING

Simply, the seller is ready to retire after nearly 39 years. The seller is willing to stay on for a negotiated period of time for training and to assist in a smooth transition.

### THE IDEAL BUYER

The business is well suited for an individual with the capital, management skills and the energy to continue to build on the successful platform of this profitable business.

### THE POSSIBILITIES

The base of product offerings and service can be expanded. Further, this business can be an add-on to another company already offering services to the commercial general contractors and to the residential market such as a landscape company.

*Additional information provided upon signing a confidentiality agreement and disclosing financial qualification.*



### ASSET PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$349,500
Inventory	53,500
Rental Inventory	50,000
Goodwill Value	<u>597,000</u>

**Total Assets** **\$1,050,000**

*All values provided by Seller*

### INCOME STATEMENT SUMMARY

Gross Sales 2020	\$1,692,081
<b>Seller Discretionary Cash Flow</b>	<b>\$571,411</b>

*Financial information provided by Seller*

### REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please [CLICK HERE](#) to fill out and submit an electronic Confidentiality Agreement. This agreement can also be requested by contacting the agent below.

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& COMPANY**

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