

FULL-SERVICE PROVIDER OF ELECTRONIC SYSTEMS

Profile #1118

This B2B service company installs and services fire alarms, security alarms, and communication systems. It is well known in the industry for providing best in class design, engineering, installation, and monitoring services throughout the state of Colorado. Thriving since its inception over 30 years ago, the company has prized relationships with large organizations that rely on its expertise in new installations and ongoing service.

The company has metered its growth in order to fit the lifestyle of its current owners. However, as a trusted and respected supplier to many large organizations, the company is positioned for growth. This company represents a valuable add-on or stand-alone investment for companies already operating in a similar space or a private investor seeking a stable platform in a growing market.

Business Highlights

- Well established with year after year of increasing sales and profits
- Loyal customer base
- Go-to source for system design
- Knowledgeable, credentialed staff
- Strong brand in the market
- Market expanding
- Recurring revenue stream

Purchase Price and Terms

| | |
|-------------------------------|-------------|
| Business | \$1,585,000 |
| Down Payment (est. 25%) | \$400,000 |
| Real Estate | \$435,000 |
| Down Payment (est. 10%) | \$43,500 |

*Terms for Business plus Real Estate (est.) –
15 years, 6.75% interest, \$14,030/month
*Assumes buyer qualifies for SBA guaranteed financing.

Corporate | History

- In business 30+ years
- S Corporation
- Owners retiring

Location | Facilities

- Colorado
- 7,328 sf (approximate)
- Available to purchase or lease

Customers

- Municipalities
- Corporate / Institutional
- Throughout Colorado

Sales | Marketing

- Referral
- Word-of-Mouth
- No formal marketing program

Products

- Security and Fire Alarms
- Access Controls
- Communications

Management | Staff

- 10 full-time and 1 part-time (includes ownership)

FINANCIAL HIGHLIGHTS

| | <u>Gross Sales (\$)</u> | <u>SDE (\$)*</u> |
|----------------|-------------------------|------------------|
| 2015 | 1,690,187 | 248,427 |
| 2016 | 2,095,232 | 341,406 |
| 2017 | 1,689,613 | 365,942 |
| 2018 (Jan-Sep) | 1,432,173 | 332,919 |
| 2017 (Jan-Sep) | 1,318,602 | 329,083 |

*Includes purchase of real estate.

ASSETS INCLUDED (book value)

| | |
|-----------------------|--------------|
| Furniture, Fixtures & | \$ 50,000 |
| Vehicles | 145,000 |
| Inventory | <u>9,000</u> |
| Total | \$204,000 |
| Real Estate | \$435,000 |

All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.