

FOR SALE: Commercial Glass and Glazing with 85% Repeat clients

Client focus in Hospitals, Offices, Parks and Dealerships!

Financial Overview

List Price: \$3,300,000

Gross Sales

2023	2022	2021	2020
\$4,725,846	\$4,082,952	\$4,302,984	\$3,830,009

Cash Flow

2023	2022
\$937,048	\$786,862

- **Profit Margin:** 20%

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$937,048 x 3.5 = \$3,279,668

Assets Included in Purchase: \$965,105

Vehicles: \$120,838

Equipment: \$121,436

Working Capital: \$722,831

- **A/R:** \$1,135,734
- **AP:** \$412,903

amounts may vary

Business Information

Services: Glass and Glazing

Breakout of services: 80% of services are in aluminum framing and glass, 10% in automatic sliding doors/entrances, and 10% handrails, shelving (in schools and colleges).

Clients: 98% of work is via general contractors not the end user. The majority of their clients are hospitals, dealerships, and office buildings. No residential or retail.

Lease: Spacious 7,700 square foot building with a furnished office and a large fabrication shop

Location: Phoenix, Arizona serving the Southwest region

Year Established: 2010

Personnel: 19 on staff with 10 in Leadership & Administration and 9 in the field

Reason for Selling: Retirement

Seller Training Period: 2-4 years based on buyer preference

Owner Responsibilities: Active in the business overseeing production and client relations.

Growth Opportunities: Expand into the residential sector.

Funding Example

Purchase Price: \$3,300,000

10% Buyer Down Payment	\$330,000
10% Seller Financing	\$330,000
80% Bank Loan	\$2,640,000

A 10% down payment of \$330,000 returns \$461,009 in the first year after debt payments!

Description

This prominent commercial glass and glazing company, based in Phoenix, has been providing services to their business-to-business client base for 13 years throughout the state of Arizona. Their clients are not the end user but rather the general contractor. They boast an 85% repeat customer base. The focus of their work is on hospitals, schools, office parks and car dealerships - there is no residential clients. They have a spacious 7,700 square foot facility with a large shop for fabrication alongside furnished offices. The staff includes 7 in leadership and 3 admin, along with 9 laborer's, installers, and glazers. The owner is willing to stay on board for 2-4 years while settling into retirement. The purchase also comes with the necessary amount of vehicles, equipment, and working capital which can range from \$500K - \$700K.

Priced at **\$3,300,000**, a 10% down payment of \$330,000 will return \$461,009 in the first year after debt payments. The seller has offered to carry 10% of the purchase price in order to show their vested interest in the continued success of the business moving forward. In terms of growth, their strategy includes hiring more staff and expanding into the residential sector.

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