

FOR SALE: IT and Low Voltage Contractor Serving Government & Commercial Markets

Great work-life balance- current owner lives out-of-country part time!

Financial Overview

List Price: **\$975,000**

Gross Sales

2023
\$1,081,373

Cash Flow

2024 Ann	2023
\$302,779	\$300,972

Valuation: 2023 Cash Flow x Multiple = Valuation
 $\$300,972 \times 3.25 = \$978,159$

Assets Included in Purchase*

Equipment: Drills, drivers, hammer drills, ladders, crimpers, wire cutters, pliers, screwdrivers, stapling equipment, conduit benders, cable testers, camera testers, laptops

2 Vehicles: Ford Transit and a Ram truck

Business Information

Services: Installation of surveillance systems, secure wireless camera networks, license plate capturing cameras, Point of Sale (POS) surveillance systems, and video system design

Clients: Primarily commercial: multi-building apartment complexes, HOA's, hotels, strip malls, restaurants, hospitals, etc.

Service Area: San Francisco Bay Area (80%), Regional (15%) and National (5%)

Staff: 6 including Operations Manager, 2 low voltage cable installers, 2 IT staff and 1 Bookkeeper/ Admin. Plus there are 2 crews of independent contractors that are utilized

Owner's Responsibilities: Oversight, lives out of the country 4 months out of the year. He is involved in business development

Building: 500 sq. ft. office space – low overhead

Reason for Selling: Retirement

Seller Training Period: 1-2 years

Year Established: 2008

Location: San Francisco Bay Area, California

Growth Opportunities: Increase installation of temperature scanning cameras and video monitoring, expand to vertical markets (fire alarm installation, smart home systems, etc.), add government & municipal contracts

Funding Example

Purchase Price: **\$975,000**

10% Buyer Down Payment	\$97,500
10% Seller Financing	\$97,500
20% Earnout based on Performance	\$195,000
60% Bank Loan	\$585,000

Description

The company specializes in installing surveillance systems for commercial clients, which include multi-building apartment complexes, HOA's, hotels, strip malls, restaurants, hospitals, and municipalities. The services offered include low voltage cable installations, IT support, and system maintenance. This surveillance system installation company is based in the San Francisco Bay Area. The team consists of six full-time employees, including an operations Manager, two low voltage cable installers, two IT staff members, and one Bookkeeper/Admin. The company also works with two crews of independent contractors to handle larger projects or peak demand periods. The seller oversees the company's operations and is responsible for strategic planning and decision-making. However, he lives out of the country for four months out of the year. In his absence, the Operations Manager handles day-to-day tasks and ensures that the business continues to run smoothly. This business operates out of a 500 sq. ft. office space, which helps keep overhead costs low. The reason for sale is to plan for retirement and in order to ensure a smooth transition for the new owner, the seller is willing to provide training for up to 1-2 years after the sale.

Priced at **\$975,000**, a 10% down payment can return \$190,233 in the first year after debt payments. There are several growth opportunities that can be pursued by the new owner. These include expanding into temperature scanning camera installations and video monitoring services as well as exploring vertical markets like fire alarm installation and smart home systems integration. Additionally, there is potential for expanding into government and municipal contracts to further increase revenue streams. By capitalizing on these opportunities, the new owner can build upon the existing foundation and drive continued growth for the business. Catering to commercial businesses in the San Francisco Bay Area, the company has built a reputation for providing reliable and efficient surveillance system installation services to various industries, including property management, hospitality, healthcare, and retail. With a focus on the commercial sector.

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