











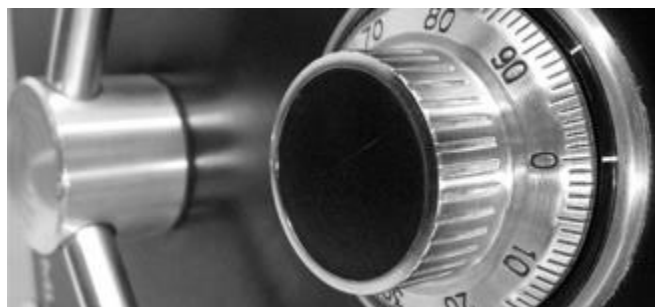


Business Overview

RE: Award-Winning Locksmith Business Since 1985

Specifications

 Price \$72,000	 Revenue \$97,201	 Cash Flow \$63,059
 Profit Margin 64%	 Valuation \$75,670	 Down Payment 20%
 Equipment \$21,207	 Inventory \$12,537	 Industry Business to Consumers
 Location Omaha, Nebraska	 Service Area Omaha Metro	 Reason for Sale Moving to Texas



SUMMARY OF THE BUSINESS –

A 64% profit margin and a monopoly in warranty work with major gun safe manufacturers has put this business in the awards chair since 2012. Having earned the Super Service Award from Angie's List and with an A+ rating, over 200 clients regularly use this company's services run by an owner-operator who will be moving to Texas. Services include re-keying of locks, safe installation & repair, cabinet & desk locks, lock combination recovery and more!

Distinguished as the only local locksmith many major gun safe manufacturers rely on, this business supplies

warranty work and then receives referrals from these companies after the warranties expire. The current owner also services many national retail and commercial chains, including Hy-Vee grocery stores and McDonald's restaurants. In business since 1985, the current owner purchased it in 2010 from his father-in-law, and many clients are happy to stay with a business they can trust.

This turnkey business is a mobile only business, offering the owner the ability to operate the business from anywhere within the Omaha/Council Bluffs Metropolitan area. This would be perfect for anyone wanting the flexibility to set their own hours and not worry about maintaining a storefront. Although this business is already successful, a new owner could further expand the business by offering vehicle locksmith services and expanding their on call availability.

In the first year, after all debts and expenses are paid, a buyer with a 20% down payment of \$14,400 would profit \$52,643, a 365% return on investment!

Business Highlights

- Year Established: Opened in 1985, current owner purchased from father-in-law in 2010
- Location and Service Area: Metro Omaha/Council Bluffs – 95% in Omaha
- Number of Clients: 200+, several corporate accounts (many include Hy-Vee, McDonald's and national safe manufacturers)
- Reason for Selling: Moving to Texas
- Hours: Mon.-Fri. 7:30AM-5:30PM, some on call (owner usually works from 8am – 1pm)
- Seller Training Period: 90 days
- Growth Opportunities: expand into automotive locks, more home services, key FOBS, increase on call availability
- Current Owner's Responsibilities: owner-operator working 25-30 hours per week

Financial Highlights

- List Price: \$72,000
- **2016 Gross Sales: \$97,201** **** 64% Profit Margin in 2016 – reflected in Cash Flow**
- 2015 Gross Sales: \$71,124 **Analysis below**
- **2016 Cash Flow: \$63,059**
- 2015 Cash Flow: \$44,989 **** 28% increase in Cash Flow between 2015 and 2016**
- Assets Included in Purchase: \$33,744
 - Vehicles: 1 Ford E-150 van
 - Equipment: \$21,207

- Inventory: \$12,537
- Intangible Assets: 4 Years Super Service Award on Angie's List, Website, Large client list with several corporate accounts, Manufacturer warranty referral

**amounts may vary*

Cash Flow Analysis

Description of Financial Statement	P&L Statement	Tax Return	Tax Return	Tax Return	Notes
	2016	2015	2014	2013	
GROSS SALES	\$97,201	\$71,124	\$111,901	\$94,860	
% Change Over Prev. Year	36.66 %	-36.44 %	17.96 %		
Net Income Shown on Financial Statement	\$61,454	\$42,115	\$64,187	\$48,518	
ADDBACKS					
Depreciation	\$0	\$1,801	\$2,566	\$2,983	Non-Cash Item
Amortization	\$0	\$733	\$733	\$733	Non-onward going expense
Contributions/Donations	\$100	\$0	\$0	\$0	
Meals & Entertainment	\$1,505	\$340	\$306	\$234	
TOTAL ADDBACKS	\$1,605	\$2,874	\$3,605	\$3,950	
Seller's Cash Flow = Total Addbacks + Net Income	\$63,059	\$44,989	\$67,792	\$52,468	
Profit Margin	64.87 %	63.25 %	60.58 %	55.31 %	

- 28% increase in cash flow between 2015 and 2016
- Of the \$71,124 in 2015 sales, no one client was more than 7% of total sales

Services - \$65 Service Fee

- Commercial Services
 - Projects for apartment complexes, real estate investors, churches, office buildings, banks, government buildings and other local businesses throughout the Metro Area
 - Both modern and traditional locks, keys and safes
 - can solve problems regardless of whether you have a 75-year old safe or a state-of-the-art alarm system
 - On-call for prompt mobile service Monday – Friday but can accommodate some after-hours emergency requests
 - Re-key locks and cylinders
 - Quickly able to determine if a lock can be re-keyed, and able to match existing or different keys if the lock type is the same
 - Master key systems
 - Re-key locks so they all open with one key

- If there is more than one type of lock manufacturer already in place, the hardware will need to be changed out to so that all locks match
- Safes
 - Extensive experience with all types of mechanical and digital safes, including floor safes, fire-proof safes, gun safes, jewelry safes and more
 - Drill open safes
 - When drilling is required, the evidence of drilling is usually hidden behind the dial or keypad so the safe looks as good as new
 - Discover combination
 - Decode existing locks by determining the cuts for the lost key
 - Lost / Forgotten combinations
 - Employ sophisticated safe equipment and techniques to quickly gain entry into safes with a lost combination
- Lock outs
 - Provides services when locked out – can also make keys and replace hardware at the same time
- Offers warranties that honor manufacturer's specifications on new locks and hardware, and offer a 30-day warranty on installation and labor
- Other Services Include:

High security locks and restricted keyways
Dead-latch locks and panic devices (for glass doors)
Safe installation
Replace safe locks
Commercial grade locks
Door closers
Deadbolt locks

Safe repair
Dial replacement
Combination changes
Floor safes
Mechanical sock clean and service
Commercial safes
Combination resets

Panic bars and exit devices
Mortise and rim cylinders
Duplicate keys
Detex alarm systems
Removable core locks (IC)
Cabinet and desk locks
Complete safe service / All safe lock types

Fire-proof safes
Cash drop safes
Dial safe lock replacement
Digital safe lock replacement
Gun safe service
Gun safe repair and opening
Jewelry safe repair and opening

Clients

- Any business that takes cash as a form of payment has a need for safes and servicing of them

- Typical needs are bank combos/safe deposit boxes, change of locks after an employee has left
- Malfunctioning locks and safes
- Most accounts are commercial accounts, consisting of a variety of businesses, from retail, convenient stores, grocery stores, banks and national chains
 - Also have accounts with property managers and campuses – current owner maintains a file cabinet with all keys and provides master keys useful for when clients need to add users or new locks for doors, filing cabinets or garage doors
- Top 10 Clients in 2015 - \$71,124 in sales

<i>Hy-Vee</i>	<i>\$5,340</i>
<i>McDonalds</i>	<i>\$4,855</i>
<i>Johnson Northwest</i>	<i>\$2,707</i>
<i>FireKing Security Group</i>	<i>\$2,141</i>
<i>American Realty</i>	<i>\$2,102</i>
<i>Christ Community Church</i>	<i>\$2,102</i>
<i>Treynor State Bank</i>	<i>\$1,818</i>
<i>Liberty Safe & Security</i>	<i>\$1,595</i>
<i>Kimball Company</i>	<i>\$1,550</i>
<i>American Security Products</i>	<i>\$1,373</i>

- *Of total sales in 2015, no one client was more than 7% of sales*

Inventory - \$12,537

- Pin Kits

- Kwikset
- Schlage
- Medeco
- Master
- Chicago
- American
- Locks & Materials
 - Lori deadbolts
 - Schlage entry locks
 - Abus padlocks
 - Yale mortise/rim cylinders
 - Large key blanks
 - Kwikset entry

**** for a more extensive list, please see attachment entitled *Inventory***

Equipment - \$21,207

- 2001 Ford E-150 van
- HPC 1200 Blitz
- 70-degree Pandview scope
- Drill rig system
- Light source for fiber optic scope wire
- 3,000lb remote control wench
- Camera system for safe scopes
- Anvil/vice combo
- Drill templates
- Bench grinder
- Backup inverter

- Bravo II duplicator

*** for a more extensive list, please see attachment entitled **Equipment***

Market & Growth Outlook

- Owner has a monopoly on warranty work for major gun safe manufacturers
- Top 3-5% of vendors on Angie's List – has received the "Super Service Award" every year since 2012
- A+ ratings and great customer satisfaction
- Growth exists in adding work on automotive locks
 - There are many of these businesses in the Omaha area, but it is a necessity and new owner can easily gain this work by advertising it to current commercial customers
- Key FOBS
 - These are popular options for many employers, and the current owner does have training in this area but does not offer it as a service
- Expand more into residential services
 - Most clients are commercial, but adding this service would increase profit
 - First clients could also be current commercial accounts - advertise these services to executives and employees

A Word from the Seller

I have been awarded Angie's List "Super Service Award" every year, which is honored to their top 5% vendors. I also have an A+ rating and roughly 100 glowing reviews, with a monopoly on Angie's List for the Omaha market.

I also have a monopoly in Omaha for warranty work on all of the major gun safe manufacturers, which includes Cannon, Liberty, Browning, and Winchester. I perform all of the warranty work for these companies on their new gun safes. When they go out of warranty, they pass my name and number along to the customers for them to hire me directly.

I also do safe work for many national safe companies: American Security, Sentry, FireKing, BlueDot, etc. They get service requests from national retailers like Qdoba, Panera Bread, Best Buy, and Dollar General. The safe companies provide me with work orders, and I then go work on these retailers' safes.

There are a few big locksmith companies in town that even refer safe work to me if it is a job they cannot handle. I get referral jobs quite often from KeyMasters, and occasionally from Carl Jarl.

I have many repeat customers that I regularly re-key locks for and have on master key systems. I have most of the Hy-Vee locations, a dozen McDonalds, and many churches, hotels, high end restaurants, and banks.

To receive a full financial package and specific information regarding this business:

1. Complete the Qualified Buyer Documents (Non-Disclosure Agreement and Buyer Questionnaire) [on our website](#) or print, scan and return the attachments to info@TheFirmB2B.com
2. Call The Firm Business Brokerage at 402.998.5288 to schedule an appointment or conference call with a Broker.

The Firm currently has over 90 cash flowing businesses available. If you find that this is not a fit for you, please let us know and we would be happy to provide you with other opportunities.

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.