










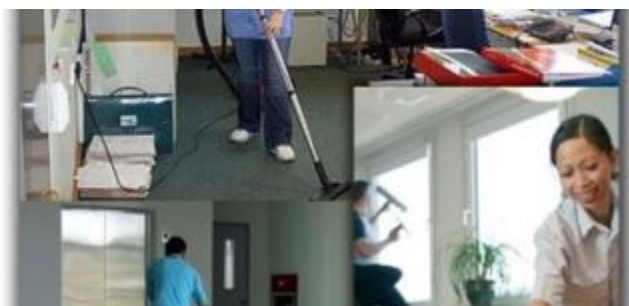
## Business Overview

### RE: Siouxland Cleaning Company with Absentee Owner

Easy growth through increased job bidding and owner does not clean!

## Specifications

 Cash Flow \$137,644	 Revenue \$834,485	 Equipment \$147,645
 Location Siouxland Area	 Down Payment 25%	 Lease \$3,200
 Service Area NE, IA, SD - 20-min radius of office	 Reason for Sale Moving to Albany, NY	 Profit Margin 16%



## SUMMARY OF THE BUSINESS –

With over \$200,000 in assets and a 16% profit margin, this janitorial and maintenance service provider cleans and maintains small and large office complexes. Services provided include Construction Site Cleans, Office Cleaning, Floor Care and more. Work is evenly split between weekly (50%) and quarterly (50%) cleanings for clients located in Nebraska, Iowa and South Dakota, all within a 20-minute radius of the owner's office in Northeast Nebraska.

After 20 years of existence, this company has a solid reputation among the janitorial industry. The owner is responsible for the accounting side, management and bidding of the business. Current Owner does not do cleaning or labor, nor the management of crews. There are 2 bilingual managers who are in charge of crews, 1 night

supervisor, and 30-35 laborers. The typical office hours are 8AM – 5PM, but some jobs require hours anywhere from 5AM – 12AM.

Included in the sale will be all equipment currently used for jobs at all sites including floor scrubbers, many vans and trucks, and other miscellaneous equipment. Current Owner has explored offering lawn and exterior services to existing clients, and a buyer could easily implement this. Growth opportunities also exist in bidding more jobs within the current territory.

The profit has the potential to be greater if job bidding and services is increased even minimally.

## Business Highlights

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- **Year Established:** 1996
- **Location:** Eastern Nebraska
- **Service Area:** Nebraska, Iowa, and South Dakota within a 20-minute radius of office
- **Demographics:** 50% Weekly Commercial Cleanings, 50% Larger Quarterly Commercial Cleanings
- **Building:** 7,500 sq. ft. office (3,000 sq. ft. shop area within)
- **Reason for Selling:** Moving to Albany, NY
- **Employees:** 2 bilingual managers, 1 night supervisor (quality control), 30-35 laborers
- **Office Hours:** Monday – Friday: 8AM – 5PM
- **Seller Training Period:** 90 Days
- **Growth Opportunities:** Bid more jobs & add exterior commercial maintenance (lawns, snow removal) to current client base
- Current Owner DOES NOT do cleaning/labor and DOES NOT manage crews

## Financial Highlights

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- 2017 Gross Sales: \$834,485
- 2017 Cash Flow: \$137,644
- 2016 Cash Flow: \$132,048
- 2015 Cash Flow: \$171,279
- 2014 Cash Flow: \$88,732
- \$252,195 worth of assets included in the purchase

- Equipment: \$147,645: Kawasaki propane burnisher, 2 floor scrubbers, 2 swing machines, vacuums, miscellaneous janitorial and office equipment, snow plow, 3 lawn mowers
- Vehicles: \$104,550: 4 Chevy Express Vans, 2 Chevy Silverados, 2 Dodge Grand Caravan, Chevy Avalanche, GMC Sonoma, Ford Focus, Honda Fit Sport, Ford Freestar, Chevy Astro Van, Chevy Lumina
- 2018 numbers are significantly down - **this is a fire sale!**

*\*amounts may vary*

# Cash Flow Analysis

Description of Financial Statement	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return	Notes
	2017	2016	2015	2014	2013	2012	2011	
<b>GROSS SALES</b>	\$834,485	\$918,889	\$1,108,908	\$991,262	\$815,463	\$924,972	\$726,842	
<b>Net Income Shown on Financial Statement</b>	\$18,827	\$8,992	\$32,586	\$-82,153	\$-19,630	\$20,270	\$-63,568	
<b>ADDBACKS</b>								
Compensation to Owner	\$30,000	\$30,000	\$30,000	\$30,577	\$30,000	\$25,000	\$25,000	
11% Tax on total W2 Salaries	\$3,300	\$3,300	\$3,300	\$3,363	\$3,300	\$2,750	\$2,750	
Depreciation	\$2,522	\$4,677	\$15,084	\$32,662	\$27,652	\$44,329	\$69,143	Non-cash item
Interest	\$25,945	\$27,940	\$30,627	\$25,521	\$32,451	\$21,078	\$14,080	Non-onward going expense
Amortization	\$48,448	\$48,415	\$48,415	\$48,415	\$48,415	\$48,415	\$48,415	Non-onward going expense
Owner's Health Insurance	\$4,440	\$4,440	\$4,440	\$4,440	\$4,440	\$4,440	\$4,440	\$370/month
Owner's Life Insurance	\$2,704	\$2,724	\$2,724	\$2,724	\$2,724	\$2,724	\$2,724	\$227/month
Personal Auto Payments	\$1,130	\$1,509	\$4,103	\$5,312	\$7,525	\$6,500	\$0	Auto leases - van and pickup (only the pickup in 2012)
Bank Charges	\$0	\$0	\$0	\$18,081	\$0	\$0	\$0	1/2 of total charges per year
Rent	\$328	\$51	\$0	\$-210	\$0	\$-7,000	\$-5,900	Rent of \$3,200/mo (\$38,400/year)
<b>TOTAL ADDBACKS</b>	\$118,817	\$123,056	\$138,693	\$170,885	\$156,507	\$148,236	\$160,652	
<b>Seller's Cash Flow = Total Addbacks + Net Income</b>	\$137,644	\$132,048	\$171,279	\$88,732	\$136,877	\$168,506	\$97,084	
Profit Margin	16.49 %	14.37 %	15.45 %	8.95 %	16.79 %	18.22 %	13.36 %	

- Onward rent of \$3,200/month (\$38,400/year)
- Sales have generally been at a steady clip (current owner does not bid as many jobs as have been offered) – This is a great area for growth!

## Services Provided

- **Commercial Office Cleaning**
  - Offices

- Cubicles
- Restrooms
- Break rooms
- Entrances & common areas
- Trash removal
- Carpet & resilient floor cleaning
  - Vacuuming, sweeping & mopping
- Detail cleaning and dusting
  - Lights, vents, baseboards, phones, computer, light fixtures
- **Industrial Cleaning**
  - Work closely with supervisors of facility to result in no production interruption
  - Ensure areas of concentration are maintained, supplied and disinfected daily
  - EPA Green Cleaning Program
    - Special inventory of cleaning supplies approved by EPA that are environmentally safe and biodegradable
    - Ideal for hospitals, schools, restaurants and larger companies falling under strict EPA guidelines
- **Carpet & Upholstery**
  - Carpet techs trained to identify various carpet fiber types and stains in effort to utilize appropriate methods and chemicals for cleaning
  - Truck-mounted cleaning unit
    - 100-gallon water tank filled with softened, fresh water
    - Heated to 225 degrees
    - 300 feet of hose with attachments
    - Home
    - Offices
    - Retail facilities
    - Restaurants
    - Medical facilities
    - Schools
    - Apartment complexes
    - Area rugs
    - Indoor/outdoor carpet

- Water damage
- Cleaning for:
  - Home
  - Offices
  - Retail facilities
  - Restaurants
  - Medical facilities
  - Schools
  - Apartment complexes
  - Area rugs
  - Indoor/outdoor carpet
  - Water damage
- **Floor Care (charged separately from janitorial)**
  - Clean & restore to like-new
    - Most quarry-tile terrazzo, ceramic tile, vinyl tile and grout
  - Truck-mounted systems
    - 200-degree water at 1,000 psi with appropriate solutions & attachments
  - Equipment includes:
    - 3,000 RPM floor polisher
    - Large auto scrubbers
    - Electric polishers
    - Power washers

## Roles & Responsibilities

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- **Owner**
  - Employee management & scheduling
  - Customer service & sales
  - QuickBooks
    - Enter new employees/customer
    - Invoicing
  - Purchasing, contracts, bidding
- **Office/Employee Manager**
  - Labor crew management & scheduling
  - Customer service & bidding
  - Inspection of buildings
  - Purchasing of janitorial supplies
- **Janitorial Supervisor**
  - Inspect buildings during and after cleaning is done
  - Customer service
  - Some janitorial cleaning
  - Labor crew management
- **Floor Tech**
  - Floor maintenance
    - Strip and wax, scrub and wax, carpet cleaning
  - Janitorial cleaning

## Vehicles & Equipment

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- **Vehicles**
  - 2001 Chevy Express G1500
  - 1999 Chevy K1500 Silverado
  - 2005 Chevy Express G1500
  - 2003 Chevy Express G3500
  - 2003 Chevy Avalanche

- 2005 Chevy Express G1500
- 1999 GMC Sonoma
- 2006 Chevy K2500HD Silverado
- 2007 Ford Focus
- 2007 Honda Fit Sport
- 2007 Dodge Grand Caravan
- 1999 Dodge Grand Caravan
- 2006 Ford Freestar
- 1998 Chevy Astro Van
- 1998 Chevy Lumina
- Miscellaneous Equipment
  - Car trailer
  - 12' enclosed trailer
  - 20' enclosed trailer
  - Kawasaki Propane Burnisher
  - 20" floor scrubber
  - 18" swing machine
  - 13" swing machine
  - 17" scrubber
  - Shop vacs
  - Vacuums
  - Carts
  - Mop sticks

## Growth Opportunities

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- Increase job bidding
  - Reach out to area colleges, medical facilities
    - 5 community colleges & 7 medical facilities in immediate area
  - Add to industrial cleaning base
    - Several municipal and commercial industrial plants within minutes of the office
    - Advertise EPA Green Cleaning Program



- Expand services to include exterior maintenance
  - Current owner has started looking into this area and has purchased lawn mowers and a snow plow
  - Tap in to existing client base and offer lawn care, landscaping, irrigation maintenance and snow removal
- Increase advertising
  - Most of the current owner's advertising is company vehicles on the job

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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](mailto: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.

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