

SPECIALTY B2B PROVIDER OF SECURITY SYSTEMS

Profile #1022

For decades, this highly respected and reputable business has provided security system solutions for nearly all business sectors, including municipal, government, healthcare, industrial, and education throughout the Front Range of Colorado. Currently, there is \$3,500,000+ of signed contracts in the pipeline, with \$1,500,000+ of bids in process. With a proven track record of experience and expertise, it specializes in security, fire and communication systems that include access control and CCTV camera systems. Services include engineering, installations, inspections, certifications, monitoring services, and site support. Staffed with trained licensed technicians, 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 the industry.

Business Highlights

- Well Established
- Go-to Source for System Design
- Knowledgeable, Credentialed Staff
- Strong Brand in the Market
- Recurring Revenue Stream
- Expanding Market
- Opportunities for Growth
- Robust Contract Backlog

Purchase Price and Terms

Business \$1,195,000

*Down Payment (est. 20%)..... \$240,000

*Terms: (est.) 10 years, 9% interest, \$12,500/month

*Assumes buyer qualifies for SBA guaranteed financing.

Corporate | History

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

Location | Facilities

- Colorado
- Two Leased Locations

Customers

- Municipalities
- Corporate / Institutional
- Front Range Colorado

Sales | Marketing

- No Formal Marketing Program
- Renewed
- Referral

Products

- Security and Fire Alarms
- Access Controls
- Communications
- Video

Management | Staff

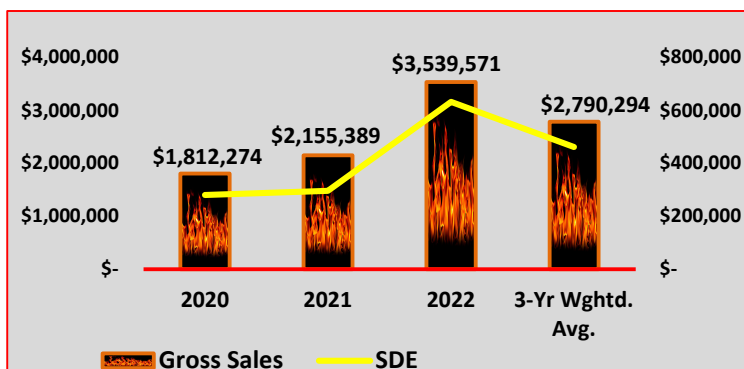
- 13 Full-Time and 1 Part-Time
(includes two owners)

FINANCIAL HIGHLIGHTS

	<u>Gross Sales</u>	<u>SDE</u>
2020	\$1,812,274	\$280,720
2021	\$2,155,389	\$295,892
2022	\$3,539,571	\$633,235
3-Yr. Weighted Avg.	\$2,790,294	\$462,035
2023 (Jan. – Mar.)	\$1,130,504	\$425,241

ASSETS INCLUDED (book value)

Furniture, Fixtures & Equipment	\$47,859
Vehicles	\$161,883
Inventory	\$43,650
Total	\$253,392



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