

FOR SALE: B2B Commercial Glass Installation with Over 7 Million in Backlog

85% repeat clients including Hospitals, Office Parks, and Dealerships!

Financial Overview

List Price:	\$3,450,000		
Gross Sales			
2023	2022	2021	2020
\$4,725,847	\$4,103,905	\$4,413,902	\$3,784,680

Cash Flow	
2023	2022
\$960,878	\$773,957

- **Profit Margin:** 20%

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$960,878 x 3.6 = \$3,459,160

Assets Included in Purchase: \$801,750

- Backlog:** \$4,167,000
- Work in Progress:** \$3,850,000
- Working Capital Included:** \$525,000
- Equipment and Vehicles:** \$276,750

Business Information

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

Services: Glass and Glazing

Breakout of Revenue: 80% of services are in aluminum framing and glass, 10% in automatic sliding doors/entrances, and 10% handrails, shelving

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

Location: Phoenix, Arizona serving the Southwest region

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

Year Established: 2010

Reason for Selling: Retirement

Seller Training Period: 2-3 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:	\$3,450,000
10% Buyer Down Payment	\$345,000
10% Seller Financing	\$345,000
80% Bank Loan	\$2,760,000

SBA Fully Approved as of May 2024 and 3rd Party Appraisal has been completed

Description

This B2B opportunity is focused on commercial glass and glazing. Boasting an 85% repeat customer base specializing in hospitals, schools, office parks and car dealerships - there is no residential clients. Based in Phoenix, 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 installers and glazers. Included in the purchase price are assets valued over \$800,000 with a Work in Progress just shy of 4 million and an impressive Backlog of \$4,167,000. The owner is willing to stay on board for 2-3 years while settling into retirement.

Priced at **\$3,450,000**, a 10% down payment of \$345,000 will return \$445,068 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. **The SBA has fully approved this deal as of May 2024, and a 3rd party appraisal has been completed!**

- CONFIDENTIAL -

Last Revised: BV 6.5.2024