

# FOR SALE: Office Furniture Procurement for Government Contracts

*Federal Clientele with Remote Ownership!*

## Financial Overview

**List Price:** **\$1,215,000**

### Gross Sales

2023	2022	2021
\$5,272,517	\$3,986,429	\$2,841,614

### Cash Flow

2023	2022
\$431,790	\$269,622

- **Multiple:** 3.55

**Valuation:** 3-year Avg. Cash Flow x Multiple = Valuation  
 $\$340,769 \times 3.55 = \$1,209,729$

## Business Information

**Services:** Procurement and layout planning for office furnishing and work stations including full spectrum project management from unit selection to coordination of transportation and hiring installation

**Clients:** Federal and military clients including the Department of Veterans Affairs, US Army Corp of Engineers, USDA, and the Defense Logistics Administration

**Average Jobs per year:** 30-40 with 5-6 at a time

**Average Length of Job:** 45-75 days

**Inventory:** None! They ship direct from the manufacturer to customer

**Service Area:** Coast to Coast (United States)

**Location:** Remote - very low overhead

**Personnel:** 3 on staff including an operations Manager, one Sales associate, and one Designer

**Year Established:** 2010

**Reason for Selling:** Aging owner planning for retirement

**Seller Training Period:** 1-2 years

**Owner Role:** Minority owner is the COO; he actively manages all aspects of the business. Majority owner is absentee, and checks in 3-5 hours per week. He has no roles or responsibilities needing replaced

**Growth Opportunities:** Increase the current bidding effort on government contracts and hire additional staff for bidding/ quoting

## Funding Example

**Purchase Price:** **\$1,215,000**

<b>10% Buyer Down Payment</b>	\$125,100
<b>20% Seller Financing</b>	\$250,200
<b>70% Bank Loan</b>	\$875,700

A 10% down payment of \$125,100 returns \$173,570 in the first year after debt payments!

## Description

Established in 2010, this company provides comprehensive project management services for office furnishings and work stations including procurement, interior layout design, coordination of transportation & installation. Their federal client base includes the Department of Veterans Affairs, US Army Corps of Engineers, USDA, and the Defense Logistics Administration. The team consists of an Operations Manager who oversees billing and scheduling, a Sales Associate responsible for generating leads and managing client relationships, and a Designer who collaborates on interior layout aspects. Minority owner is the COO; he actively manages all aspects of the business. Majority owner is absentee, and checks in 3-5 hours per week. He has no roles or responsibilities needing replaced. The decision to sell stems from the aging owner's plans for retirement. The sellers have offered to carry 20% of the purchase price in addition to a 1-2-year transition in order to show their vested interest in the continued success of the business moving forward.

Priced at **\$1,125,000**, a 10% down payment of \$125,100 can return \$173,570 in the first year after debt payments! Future growth opportunities include an increase in bidding efforts and staff expansion. There is significant potential to expand current bidding activities on government contracts. Hiring additional staff dedicated to bidding and quoting could streamline processes further and allow for increased capacity to take on more projects simultaneously. With its comprehensive service offerings tailored specifically for federal clientele and clear avenues for growth through increased bidding efforts and staff expansion, this presents an attractive opportunity for prospective buyers looking to enter or expand within this sector.

**- CONFIDENTIAL -**

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