Setup Sheet
BizEx1007-CK: Fiber Optics / IT Wireless Provider

Background

General Location: Los Angeles, CA
Category: Engineering Construction
Years in Business: 29
Under Present Owner: 29
Hours of Operation: 7a-5p M-F
Owner Hours: 9a-4p M-F
Training: Open weeks @ Open hours
Organization Type: S-Corp
Lease Expiration: 1/13/18
Lease Options: 2 yr. min
Building Size: 2,760
Employees: 33
Reason for Sale: Semi Retirement

Financials

Asking Price: $3,249,000
Down Payment: Negotiable
Gross Sales: $3,923,543
Discretionary Cash Flow: $1,090,000
FF&E: $80,000-100,000
Inventory Included? Yes
Inventory: $60,000
Min. Operating Capital: $350,000
Real Estate Available? No
Rent: $3,100
Payroll: $101,000
Financing: Call

Year	2016	2017	2018*
Gross Sales	$ 4,509,403	$ 3,646,645	$ 2,522,254
Gross Profit	$ 1,740,072	$ 2,509,838	$ 1,992,892
Disc. Earnings	$ 297,647	$ 326,770	$ 974,790

Broker Info

Cody King
M&A Advisor
(310) 882-2200 x 134
LIC# 01942507

Summary

Hybrid fiber optics installation company and information technology and wireless systems provider has added long-term government contracts to existing client base. With 30 years of consistent performance, the company has reduced overhead expenses and brought in additional multi-year contracts, which now includes an $8m Audio Video/Cabling and $15m IT Services/Hardware contract starting in 2018.

*2018 values include revenues rolled over from 2017 but not recognized in 2017. Forecast revenues for 2018 are $6.1m top line and $1.2m EBITDA.

Acquired manufacturer certifications are very nearly impossible for new companies to get, giving the firm a distinct advantage when pursuing contracts requiring these certifications.

The company provides wire cabling and wireless solutions for the full variety of network applications, from small scale local area networks (LAN) to large scale corporate, commercial, and academic applications using wide area networks (WAN). Spanning both fiber cabling and wireless and IT capabilities permits full service in all areas from blowing fiber cable to installed hardware energizing.

Building on a platform of fiber optics installations, the business has expanded into IT and wireless along with related hardware installations for total solutions capabilities. A new owner will be able to drive the company further into IT and managed services to allow for much greater recurring revenue, using the existing bonding capability as a licensed contractor to secure additional government and corporate contracts. Technological advances in the deployment of GPON and DAS systems assure continued growth in the industry in the computer and information age.

Present owner is making a planned transition into semi-retirement, and will be available to remain with the company to drive sales using his 30 years of contacts in the southern California area. This is not a forced or distressed sale, it is a strategic sale in advance of retirement. Business is good and continues an upward trajectory.

DISCLAIMER: The information herein is furnished by the seller; BizEx has not verified this information and makes no representation or warranty as to its accuracy, completeness, or authenticity. Future earnings may differ from past earnings. **Discretionary Earnings** is defined as earnings before deducting interest, taxes, depreciation, and amortization, and adding Owners salary, benefits and non recurring expenses.

Interested parties should register as a buyer and sign our online NDA at bizex.net, then contact Cody King at cking@bizex.net, 805.616.9488.

DISCLAIMER: The information herein is furnished by the seller; BizEx has not verified this information and makes no representation or warranty as to its accuracy, completeness, or authenticity. Future earnings may differ from past earnings. **Discretionary Earnings** is defined as earnings before deducting interest, taxes, depreciation, and amortization, and adding Owners salary, benefits and non recurring expenses.