



Broker Info



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Background

General Location: Los Angeles, CA
Category: Entertainment/Film Production Industries Media, Communications, Advertising, Marketing, Production & PR
Years in Business: 7
Under Present Owner: 7
Hours of Operation: 5 days a week 8am -4.30pm
Owner Hours: Same
Training: None
Organization Type:
Lease Expiration:
Lease Options:
Building Size: 20,000
Employees: 0
Reason for Sale: other Business Interests

Summary

This exciting creative and fast paced business builds sets and key props for the photographic, film, video and trade show industries. The business has been growing continuously. Revenues grew by 50% in 2012 and the first 2 quarters of 2013 exceeded \$1 million. The projection is for another significant revenue increase in 2013. Their clients include photographers, art directors, set designers, directors, production companies or trade show producers. They construct, deliver, install and store the sets used for photo/video "shoots" and shows. They have a lot of repeat clients. Nearly half of the 70 clients per year are repeat business. They have a small staff and use freelance skilled set construction people on a project by project basis. The business is consistently profitable and growing. The owner does not do a lot of marketing and relies mostly on word of mouth and a small presence in trade resource books so there are many opportunities and ways to expand the business and plenty of room for growth. The owner is moving into related fields of design and photography and will probably become a client of the business. The shop is located in Downtown LA which is central but the particular local is not a critical issue for the continued operation of the business. The business has the physical plant to allow it to grow to several times its size without a significant change on overhead. The ideal owner should have some creative and construction experience. The seller is motivated but will work for the new owner for 6 months or more to insure a smooth transition. Includes all of the tools and equipment necessary.

Financials

Asking Price: \$990,000
Down Payment: Negotiable
Gross Sales: \$1,663,133
Discretionary Cash Flow: \$276,506
FF&E:
Inventory Included?
Inventory:
Min. Operating Capital:
Real Estate Available? No
Rent: \$10,000
Financing: Call

Year	2013*	2012	2011
Gross Sales	\$ 21,297,001	\$ 1,662,794	\$ 1,107,271
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 450,000	\$ 276,506	\$ 203,007

If you are interested in more information about this business opportunity for sale, please call: Stuart Gross at 310 882 2200 ext 118 or email at sgross@bizex.net - or register as a buyer at Bizex.net and please remember to select this listing.