



**Broker Info**



Steve Lukes  
M&A Advisor  
(310) 882-2200 x 164  
LIC# 02092334

**Background**

**General Location:** Los Angeles, CA  
**Category:** Miscellaneous Manufacturing eCommerce

**Years in Business:** 9  
**Under Present Owner:** 9  
**Hours of Operation:** 8-5 M - T, F 8-3  
**Owner Hours:** very limited  
**Training:** 16 weeks @ TBD hours  
**Organization Type:** S-Corp  
**Lease Expiration:**  
**Lease Options:**  
**Building Size:** 2,769 sqft  
**Employees:** 6  
**Reason for Sale:** Retirement

**Summary**

**\*UNDER CONTRACT\*** A 9-year-old eCommerce company in the Los Angeles area is available for a 100% buyout. Semi-absentee owner and the owner lives overseas and is looking to retire. The business has both B2B and DTC revenue from their own website, Amazon (95% of revenue), Walmart and Ebay. Light manufacturing of the products is being done by the existing team and it is quick and straightforward without any capital equipment required. The business works with some non-profits that are making a difference in the community,

**Financials**

**Asking Price:** \$495,000  
**Down Payment:** Negotiable  
**Gross Sales:** Call  
**Discretionary Cash Flow:** \$180,576  
**FF&E:**  
**Inventory Included?** No  
**Inventory:** \$150,000  
**Min. Operating Capital:**  
**Real Estate Available?** No  
**Rent:** \$5,488  
**Payroll:** \$5,250  
**Financing:** SBA

- **Products and Services:** Stickers and labels, offering large variety of sizes and colors for individuals, schools and companies.
- **Employees:** 2 FT, 3 PT and 4 contractors
- Note that one of those employees is an office manager earning 65k per year and those activities could be performed by a full-time working owner
- **Marketing:** early in 2023 the owner discovered performance issues with an outsourced marketing service, that has since been corrected with a new service that had their Q4 2023 revenue back to normal levels, and net margins will return to 2022 and 2021 levels.
- 2023 revenue: 2.03M with owners adjusted earnings of 181k. The office manager role is not included in the 186k adjusted earnings.
- The business is being offered at 495k

Year	2023	2022	2021
Gross Sales	\$ 2,025,801	\$ 2,200,039	\$ 2,911,165
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 180,576	\$ 241,998	\$ 247,237

For more information, visit Bizex.net to complete the Buyer Registration & NDA Contact: Steve Lukes at 310.871.2909 - slukes@bizex.net