



Broker Info



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Background

General Location: Santa Clarita, CA
Category: Special Trades
Business Services
Years in Business: 13
Under Present Owner: 13
Hours of Operation: (M-F) 7am-5pm, (Sa-Sun) As Needed
Owner Hours: 50hrs/wk
Training: 2 weeks @ 10 hours
Organization Type: S-Corp
Lease Expiration: N/A
Lease Options: N/A
Building Size: N/A
Employees: 5
Reason for Sale: Other Business Interests

Financials

Asking Price: \$712,000
Down Payment: \$71,200
Gross Sales: \$569,435
Discretionary Cash Flow: \$197,276
FF&E: \$60,000
Inventory Included? Yes
Inventory: \$10,000
Min. Operating Capital: \$20,000
Real Estate Available? No
Rent: N/A
Financing: SBA

Year	2017	2018	2019
Gross Sales	\$ 631,820	\$ 596,554	\$ 569,435
Gross Profit	\$ 360,227	\$ 306,042	\$ 306,584
Disc. Earnings	\$ 109,122	\$ 72,610	\$ 117,275

Summary

SBA Pre-Approved with only 10% Down!

COMPANY OVERVIEW

California state licensed Heating, Cooling and Refrigeration (HVAC) company that serves the Santa Clarita Valley and surrounding cities.

The company has exclusive, multi-year commercial Service Agreements in place and has established long-term relationships with one of the largest utility companies in California.

Owner has continued a positive growth trend with year-over-year sales increases.

GROWTH & EXPANSION OPPORTUNITIES

The existing commercial business is ripe for growth, asking for more referrals from large clients directly will have a direct impact on sales.

By increasing skilled staff and fleet of vehicles, new business contracts can be easily added.

Market niches are readily available: **Public Works and Private Schools**

IDEAL NEW OWNER

The ideal new buyer should be charismatic and interested in sales. Able to manage the business financials, operations and strategy while serving as Project Manager to your clients.

Buyer will have a C20 HVAC license and C38 REFRIDGERATION license (more revenue available in reffridgeration).

Call **Tony Miller** at (310) 801-0512 or email at tmiller@bizex.net to discuss this opportunity.