



Background

General Location: Los Angeles, CA

Category: Miscellaneous
Manufacturing
eCommerce

Years in Business: 9

Under Present Owner: 9

Hours of Operation: 8-5 M â€“ 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

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

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

Broker Info



Steve Lukes

M&A Advisor

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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,

- 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

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