

SPECIALTY B2B SERVICE PROVIDER OF ELECTRONIC SYSTEMS

Profile #1421

For decades, this highly respected and reputable business has provided security system solutions for nearly all business sectors, including municipal, government, healthcare, industrial, and education throughout the Front Range of Colorado. With a proven track record of experience and expertise, it specializes in fire, security and communication systems that include access control and CCTV camera systems. Services include engineering, installations, inspections, certifications, monitoring services, and site support. Staffed with trained licensed technicians, this company represents a valuable add-on or stand-alone investment for companies already operating in a similar space or a private investor seeking a stable platform in the industry.

Business Highlights

- Well established and profitability
- Go-to source for system design
- Knowledgeable, credentialed staff
- Strong brand in the market
- Expanding Market
- Recurring revenue stream
- Opportunities for growth

Purchase Price and Terms

Business	\$998,500
Down Payment (<i>est. 25%</i>).....	\$250,000
Real Estate	\$435,000
Down Payment (<i>est. 10%</i>).....	\$43,500

*Terms for Business plus Real Estate (*est.*) –
15 years, 6.75% interest, \$12,000/month
*Assumes buyer qualifies for SBA guaranteed financing.

Corporate | History

- In business 40+ years
- S Corporation
- Owners retiring

Location | Facilities

- Colorado
- 7,328 sf (*approximate*)
- Available to purchase or lease

Customers

- Municipalities
- Corporate / Institutional
- Front Range Colorado

Sales | Marketing

- Referral
- Word-of-Mouth
- No formal marketing program

Products

- Security and Fire Alarms
- Access Controls
- Communications

Management | Staff

- 10 full-time and 2 part-time
(*includes two owners*)

FINANCIAL HIGHLIGHTS

	<u>Gross Sales</u>	<u>SDE Business Only</u>	<u>SDE W/ Real Estate</u>
2019	¹ \$1,586,261	\$238,472	\$282,736
2020	\$1,812,274	\$280,720	\$325,120
2021	\$2,155,389	\$295,892	\$340,292
Jan. – May 2022	\$1,125,399	\$272,180	\$290,680

ASSETS INCLUDED (book value)

Furniture, Fixtures & Equipment	\$ 53,000
Vehicles	165,000
Inventory	<u>9,000</u>
Total	\$227,000
Real Estate	\$435,000

¹ In 2019, a contract with a large client expired and interrupted the revenue stream. A new contract which is more favorable was awarded to the company.

All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.