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**ID#: DIS011-F**

***FOR SALE:* Moving Company with Diversity in Corporate, Military, And Residential Packing, Hauling, or Storing**

*20+ Years Established with Over 10 Locations!*

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| **Financial Overview**  **List Price:** **$26,000,000**  **Gross Sales**   |  |  |  |  | | --- | --- | --- | --- | | 2022 Projected | 2021 | 2020 | 2019 | | $31,000,000 | $28,242,159 | $24,680,447 | $23,716,732 |   **Cash Flow**   |  |  |  |  | | --- | --- | --- | --- | | 2022 Projected | 2021 | 2020 | 2019 | | $4,340,000 | $3,911,587 | $2,854,192 | $1,916,466 |   **Valuation**: 2022 Cash Flow x Multiple = Valuation  $4,340,000 x 6 = $26,040,000 |  | **Funding Example**  **Purchase Price**: **$26,000,000**     |  |  | | --- | --- | | **10% Seller Financing** | $2,600,000 | | **15% Equity Roll** | $3,900,000 | | **75% Buyer and Lender** | $19,500,000 |   **Description**    This moving company has been serving Oregon and Washington for 2 decades expanding in over 10 strategic locations. Their services range from office/business moving, contracted military moves, some residential; they also offer packing/crating and warehousing in their storage sites. Consistently growing between 5-10% in revenue is attributed to their very strong organization chart of a P.T. resident CFO, leadership team and regional managers. This allows for passive ownership with the current owner only needing to be present for 2 meetings per month as all of his roles have been absorbed for the last several years. Conservatively projecting $31,000,000 in revenue this year, they will earn 14% profit margin from the clear processes and procedures their divisions have in place. These include call centers, sales, marketing and IT, and drivers.  The business has recently started a mobile pod division, allowing them to provide further services to different types of clients and continue the overall growth. Other opportunities include small, inexpensive acquisitions to expand the territory, also they are adding server farm moving and hauling. With their excellent reputation as well as their existing client base and locations they have a service area spanning across local, interstate, and international clients. At a purchase price of $26,000,000, there is an option for the seller to not only provide a 10% seller carry, but to also retain 15% in equity if desired. This is being done to show the vested interest in the ongoing success of the business post-close. |
| ***Assets Included in Purchase:* $10,444,018**  **Vehicles/FF&E**: $7,598,997  **Working Cap:** AR (2,810,038) – AP (547,053) = $2,262,985  **Leasehold Improvements:** $460,194  **Prepaid Expenses**: $121,842  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 20+ years  **Location**: 10+ Locations in the Pacific Northwest  **Service Area**: Local, Intra, Interstate and International  **Services**: Office & business moving, residential moving, storage and warehousing, packing & crating  **Clients**: Military contracts, business and corporate owners, and some residential with 65% being repeat.  **Reason for Selling**: Retirement planning and owns commercial property, looking to deploy more capital there  **Personnel**: ~300 including executive & management teams, drivers, movers, marketing, sales, and call center  **Growth Opportunities**: Recently launched mobile storage/pods, continue to grow through small, inexpensive acquisitions, server farm moving & hauling  **Current Owners’ Responsibilities**: Absentee – participates in 2 team meetings per month  **Seller Training Period**: 6 months-1 year: All of his roles have been absorbed over the last several years. |  |
| ***- CONFIDENTIAL -*** Last Revised JB 9.21.2022 | | |
| *The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC.*  *The Firm does not sell real estate. The Firm solely advises on exit strategy.* | | |