

FOR SALE: Janitorial with 28 Reoccurring Weekly Accounts

Commercial Janitorial – Owner is Part Time!

Financial Overview

List Price: **\$298,000**

2021	
Gross Sales	Cash Flow
\$332,433	\$98,264

- **2021 Profit Margin:** 30%
- **Multiple:** 3.1

Valuation: 2021 Cash Flow x Multiple = Valuation
 \$98,264 x 3 = \$294,792

Business Information

Clients: This business currently has 24 Clients and works in a total of 28 buildings. They primarily service small business offices (80% of clients) and daycare centers and schools (10%) but do also work with churches, medical offices and labs, and professional service offices (combined make up 10%).

Personnel: 10 W2 cleaning employees.

Current Owners' Responsibilities: The current owner works up to 15 hours a week as the business coordinator. She handles payroll and invoicing as well as client coordination and ensuring that the cleaners have all supplies needed to fulfill their contracted services.

Seller Training Period: 6 months, but it's unlikely that a buyer would need the entirety of this offered period.

Services: Office cleaning services with available daily service line items including bathrooms, trash removal, mopping, vacuuming, and door cleaning as well as monthly and bi-monthly services including the deep-cleaning and maintenance of specific items and areas that don't need daily cleanings but do need regular upkeep.

Year Established: 2002

Location and Service Area: Omaha, NE

Reason for Selling: Change of career directions completely outside of the business operation.

Growth Opportunities: Expanding the geographic service area to surrounding towns like Bellevue, Papillion, Fremont, La Vista, Council Bluffs, etc.

Funding Example

Purchase Price: **\$298,000**

10% Buyer Down Payment	\$29,800
10% Seller Financing	\$29,800
80% Bank Loan	\$238,400

Description

This business primarily handles office cleanings for small businesses which make up 80% of their clients. 10% of their clients are daycare centers and schools and the remaining 10% is a combined compilation of churches, medical offices and labs, and professional service offices. This operation currently has 24 clients and works in a total of 28 buildings. Office cleaning services with available daily service line items including bathrooms, trash removal, mopping, vacuuming, and door cleaning as well as monthly and bi-monthly services including the deep-cleaning and maintenance of specific items and areas that don't need daily cleanings but do need regular upkeep. The staff consists of 10 W2 cleaners. The current owner works part-time, about 15 hours per week, handling business coordination as well as payroll and invoicing. While the current owner has offered a transition period of up to 6 months, she believes a buyer could easily be trained. Located in Omaha, NE since 2002, the staff is able to operate on location with their clients, leaving this business with the opportunity to reduce overhead costs by not needing an office space, which has been proven effective with their current 30% profit margin.

Priced at **\$298,000** this business is listed with an extremely low multiple of only 3 times the cash flow! A 10% down payment of \$29,800 returns \$54,002 in the first year after debt payments! To further cement the stability of this acquisition opportunity, the current owner has offered to finance 10% of the purchase price as a show of good faith in the ongoing success of the business. This is an excellent opportunity for a first-time buyer, a residential cleaning service looking to expand into commercial work without adding a ridiculous amount of overhead fees, or a cleaning service in the surrounding areas of Omaha wanting to expand geographically. Not only does this business have an established team that operates like a well-oiled machine and an excellent profit margin, they have room for continued growth moving forward. Growth opportunities include establishing a marketing presence as their primary route for new clients is via word-of-mouth as well as expanding their current geographic service area.

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