

## Rogerson Business Services

Broker: Andrew Rogerson CA BRE# 01757166  
 Reference: (916) 570-2674

P&L  Fed Tax  Sales Tx  F&E  Lease

### PRICE AND TERMS

Business Price: \$ 5,250,000  
 Inventory: \$ 749,000  
 Real Estate: Lease or Buy  
 TOTAL LISTING: 5,999,000  
 Buyer Cash Required: 5,999,000  
 SBA loan approved No

### ESTIMATED VALUES

Fixtures & Equipment: Included  
 Leasehold Improvments: Included  
 Real Estate: Lease or Buy  
 Est. Inventory at Cost: \$ 749,000

### OPERATIONS INFO

Ownership form: S Corp  
 Years established: 34  
 By present owner: 34  
 Reason For Selling: Retirement  
 Number days open: 5  
 Business hours open: 6.00am to 4.00pm  
 License required: C43

### LEASE INFO

Total Rent: 40,000 per month  
 Deposits: None  
 Square Feet: 40,000 approx  
 Lease Expires: Negotiable  
 Options to Renew: Negotiable  
 Parking: Available

### EMPLOYEE INFO

Number of owners work: Two  
 Hours worked weekly: 7  
 Number of managers: 2  
 Manager's Salary: \$200,000 per annum  
 Total payroll/wages: 350000 per month  
 Employees full time: 75 Part: 2



Caution: You could be held liable for disclosing confidential information to unauthorized parties which results in damages to the owner or their brokers

Confidential Roof Supplier and Construction Co Confidential  
 Northern California  
 Confidential Confidential

### REMARKS

This acquisition opportunity features two business units.

The first business is a Retail Construction Supply Store servicing the roofing and sheetmetal contractors of the San Francisco Bay area and surrounds.

The second business is a sheetmetal contracting company. Both businesses are located in Northern California.

The purchase price of \$5,999,000 includes \$749,000 of inventory and \$400,000 in working capital.

To own and operate the business the buyer will need a C43 license with the Contractors State License Board of CA.

### SUMMARY OF INCOME

| Period                | 2020       | 2019       | 2018       | 2017       |
|-----------------------|------------|------------|------------|------------|
|                       | 9 months   |            |            |            |
| <b>Gross Income</b>   | 10,200,000 | 15,607,957 | 14,601,127 | 14,992,550 |
| <b>Cost of Goods</b>  |            | 11,906,877 | 10,569,614 | 10,887,377 |
| <b>Gross Profit</b>   |            | 3,701,080  | 4,031,513  | 4,105,173  |
| Profit Margin         |            | 23.7%      | 27.6%      | 27.4%      |
| <b>Other Income</b>   |            | -          |            |            |
| <b>Expenses</b>       |            | 2,121,896  | 2,112,169  | 2,186,958  |
| <b>Net Before Tax</b> | -          | 1,579,184  | 1,919,344  | 1,918,215  |
| <b>ADD BACK:</b>      |            |            |            |            |
|                       |            |            |            |            |
|                       |            |            |            |            |
|                       |            |            |            |            |
|                       |            |            |            |            |
| <b>ADJUSTED NET:</b>  | -          | 1,579,184  | 1,919,344  | 1,918,215  |

The above information has been obtained from the owner of the respective business, and while it is deemed reliable, it is not warranted as to its accuracy or completeness. Buyer must make his/her own independent investigation of the business. THIS INFORMATION IS PROVIDED TO YOU WITH THE UNDERSTANDING YOU WILL NOT DISTURB OR TALK TO THE OWNER, CUSTOMERS OR EMPLOYEES WHILE EVALUATING THIS BUSINESS.