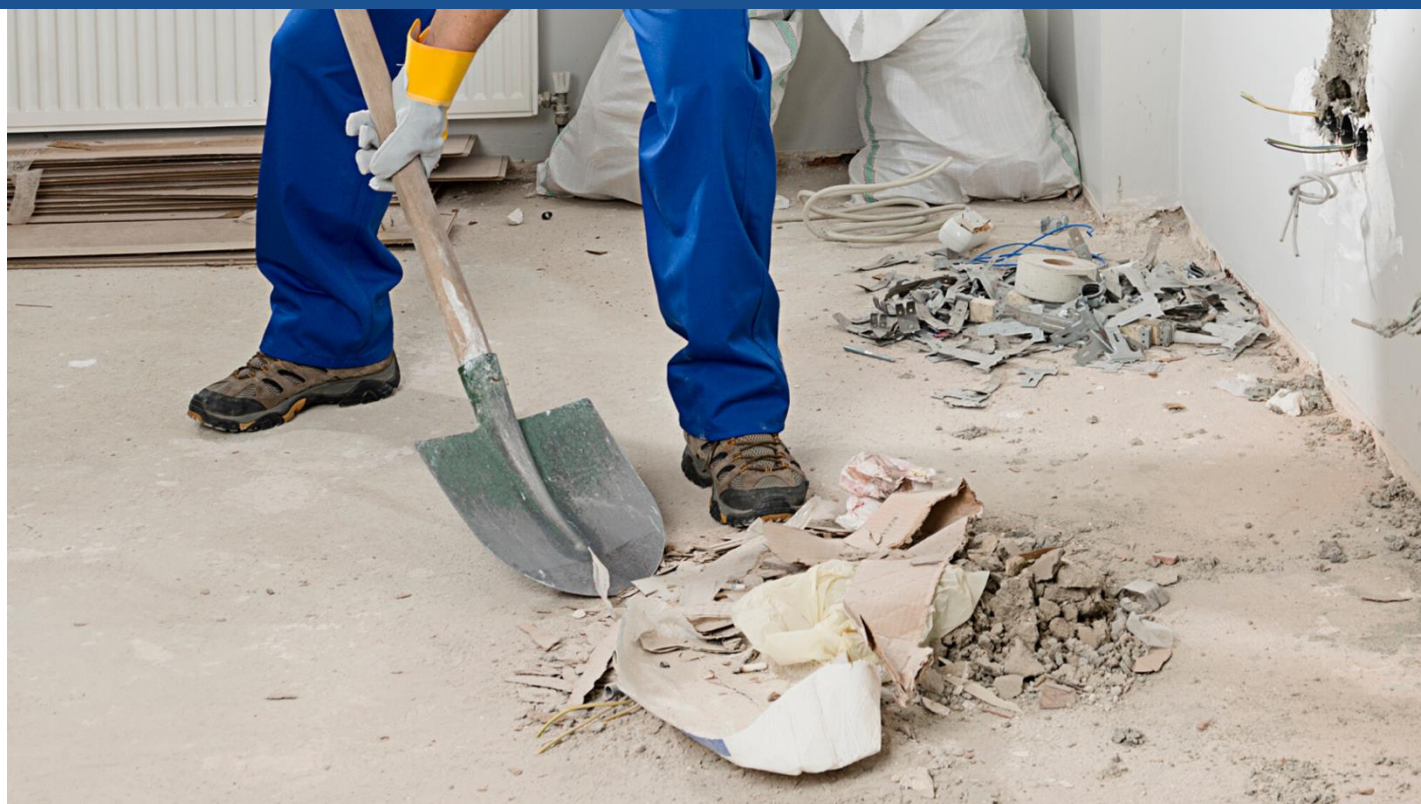




## BUSINESS OPPORTUNITY

Construction Cleanup & Waste Management Services - \$540,000 Net (2022 proj.)

**\$2 Million Gross Sales, > 20% Year over Year Earnings Growth, Repeat Revenue**



### SPECIFICATIONS

	<b>Price:</b> \$1,595,000		<b>Revenue:</b> \$2 Million (2021)		<b>2022 Seller Cash Flow</b> \$540,000 (Projected)
	<b>Location:</b> San Luis Obispo County		<b>Net Margin:</b> 21% (2021)		<b>2021 Seller Cash Flow:</b> \$415,000 (Actual)
	<b>Employees:</b> 17 Full-Time		<b>Reason for Sale:</b> Sellers are Retiring		<b>Typical Backlog &amp; Bid</b> \$4 Million (Repeat Business)

### BUSINESS SUMMARY

- Years In Business: 20 Years – Repeat revenue streams
- Services: Comprehensive Construction Cleanup & Maintenance Services
- Equipment: Over \$1.5 Million Purchased Assets - Trucks, Dumpsters and Various Tools
- Clients: Commercial and Residential Contractors & Developers – Large and Small
- Lease: Office (\$3,495/mo. , approx. 800 sq. ft) ; Yard (\$1000/mo, approx. ½ acre)
- Personnel: 17 Employees
- State Contractor License: C-61/D63 Construction Clean Up or General B License

This well-performing specialty cleanup, waste management and maintenance services contractor has provided comprehensive “one-stop” solutions to California building contractors and developers of all sizes, for over 20 years. This allows their customers to focus on development and on-time project completion, ensuring that their waste management and cleanup practices are in compliance with local, state and federal regulatory requirements.

Construction waste management services include construction cleanup, dumpster placement (loading and removal), concrete and paint washout placement and removal. Various maintenance and cleaning services are also provided. Long-term customer agreements are in place with key customers. The business is scalable to add new services and expand to other locations.

After 2 weeks of post-sale training, the owner plans to provide transitional consulting/employment and may agree to be the qualifying C-61/D63 RMO/RME , provided the qualified buyer has a solid plan to obtain those licenses.

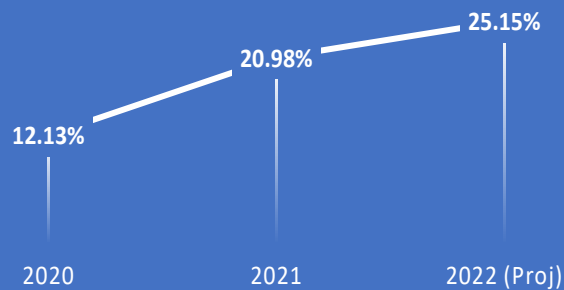
Contact Sunbelt Business Advisors (DRE# 02128137) email: [info@sunbeltbayarea.net](mailto:info@sunbeltbayarea.net) , Phone: (408) 436-1900  
 Contact John LaMay (Agent DRE# 02021491) email: [jamay@sunbeltbayarea.net](mailto:jamay@sunbeltbayarea.net) , Phone: (408) 757-9959

All information contained in this file was provided from multiple sources. Sunbelt Business Advisors (“Sunbelt”), Accretion Capital, Inc, John LaMay, Seller and agents of Sunbelt cannot and will not verify the accuracy or completeness of any information. Sellers and Buyers are advised to engage legal, financial and other qualified advisors to assist with validation and verification of all information.

## VALUE PROPOSITION

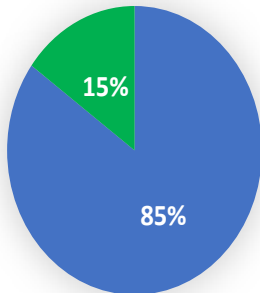
- Established over 20 years
- Great Reputation, Long Tenure Customers
- Over 2 years of Backlog + Bids
- Comprehensive Services, One-Stop Shopping
- Maintains Waste Management Compliance

## PROFIT MARGIN



## REVENUE BREAKDOWN

### Revenue by Service

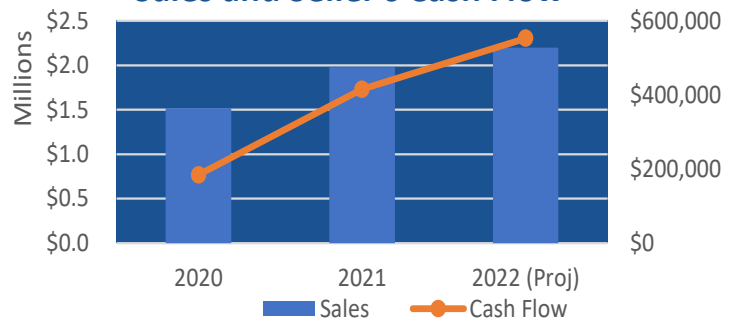


- Cleanup/Waste Mgmt 85%
- Other 15%

## FINANCIAL HIGHLIGHTS

- \$2 Million Sales
- 2022 Proj. Cashflow (SDE): \$553,202
- \$4 Million Backlog + Bids
- Scalable Revenue

### Sales and Seller's Cash Flow



## CASHFLOW ANALYSIS

Financial Statement Source	P&L 2019	P&L 2020	P&L 2021	Proj. 2022 (Proj)
<b>Sales</b>	\$1,677,218	\$1,515,936	\$1,980,968	\$2,200,000
Less Cost of Sales	\$850,947	\$790,856	\$899,582	\$985,000
Less Operating Expenses	\$860,722	\$792,576	\$846,884	\$842,633
<i>Equals</i> Net Income Before Taxes	(\$34,451)	(\$67,496)	\$234,502	\$372,367
<i>Plus</i> Depreciation	\$123,160	\$85,344	\$0	\$0
<i>Plus</i> Amortization	\$0	\$0	\$0	\$0
<i>Plus</i> Interest	\$64,581	\$43,933	\$40,198	\$40,000
<i>Plus</i> Officer/Owner's Salary	\$105,500	\$110,729	\$116,560	\$116,560
<i>Plus</i> Est. Payroll Taxes on Officer/Owner's Salary	\$10,023	\$10,519	\$11,073	\$11,073
<i>Equals</i> Preliminary Seller's Discretionary Earnings	\$268,813	\$183,029	\$402,333	\$540,000
<b>Addbacks:</b>				
Salary to Working Family Member	\$0	\$0	\$0	\$0
Auto Expenses for Owner's Benefit	\$0	\$0	\$0	\$0
Insurance Premium - Working Family Member	\$0	\$0	\$0	\$0
Owners' Pension Plan	\$13,586	\$872	\$13,202	\$13,202
Non-Business Phone, Internet & Cell Phone Expenses	\$0	\$0	\$0	\$0
<b>Sum of Addbacks:</b>	<b>\$13,586</b>	<b>\$872</b>	<b>\$13,202</b>	<b>\$13,202</b>
<b>Total Seller's Discretionary Earnings (SDE)</b>	<b>\$282,399</b>	<b>\$183,901</b>	<b>\$415,535</b>	<b>\$553,202</b>
Profit Margin	16.84%	12.13%	20.98%	25.15%