










Highly Profitable Shipping, Packing, Copy & Mailbox Rental

Serving 20 Years. Consistent Average \$830K+ Sales and 36% Profit.



SPECIFICATIONS

 Price: \$968,000	 Revenue: \$830,094 (3-Year Avg)	 Cash Flow: \$301,876 (3-Year Avg)
 Location: Redwood City, CA	 Service Area: San Francisco Bay Area	 Profit Margin: 36%
 Employees: 1 FT Manager (Owner) 1 PT Worker	 Reason for Sale: Family Matters	 Goodwill: 19 Yr. Reputation. High Traffic retail complex.

BUSINESS SUMMARY

Year Established: 2004

Services: Shipping, packaging, mailbox rental, copy, printing and fax services, notary public services, live scan service, key copy service, passport photos, office supplies and much more.

Equipment: \$25K+ (to be included in sales price)

Inventory: \$5K (to be included in sales price)

Lease: 1200 sq. ft. Shop, Lease Ending 12/31/2028, Lease \$6577/Month/NNN

The acquisition opportunity presented to the market is for a highly profitable, full service, packing and shipping franchise location.

The business offers shipping and crating through several major shipping companies such as FedEx and UPS, copy and printing services, Photo ID processing, key copying, and mailbox rental services to customers. Customers enjoy the convenience of the one-stop-shop model, where they can find several solutions for their shipping needs in one trip.

The well-established location has a loyal customer base and a solid track record of financial success. The prime location of a high-traffic shopping center within a high net-worth demographical area provides consistent foot traffic and easy accessibility for customers.

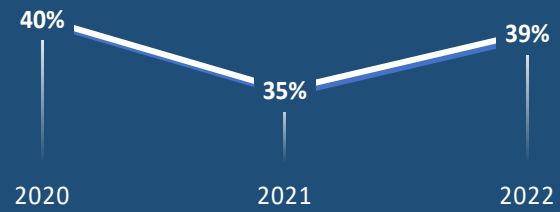
This is a turn-key franchise opportunity for someone looking to own a profitable and established business. With a strong brand name and proven business model, the potential for growth and expansion is nearly limitless.

The owner will offer training and transitional support to facilitate buyer's success in the 100% acquisition of this business.

VALUE PROPOSITION

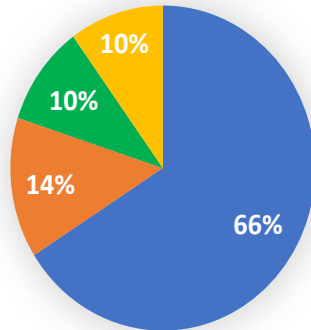
- A 19 Year established reputation.
- Strong franchise support.
- Semi-absentee model.
- Steady revenue and cash flow.
- Loyal repeat clientele.
- Substantial growth potential.
- Upscale unique retail district.
- Pandemic resistant.

PROFIT MARGIN



REVENUE BREAKDOWN

Revenue by Service

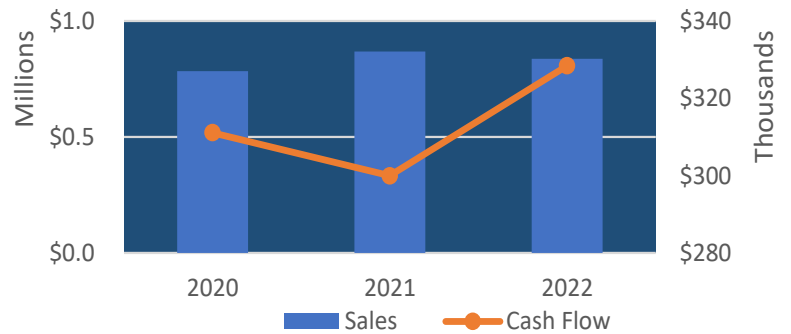


- Shipping Services
- Copy/Printing/Office
- Mailbox Rental
- Misc.

FINANCIAL HIGHLIGHTS

- Listing Price: \$968,000 (includes FF&E + Inventory)
- 2022 Cash flow (SDE): \$328,437 (39%)
- 2022 Sales: \$836,579
- 2023 sales forecast to trend upward.

Sales and Seller's Cash Flow



CASHFLOW ANALYSIS

Financial Statement Source	P&L 2020	P&L 2021	P&L 2022
Sales	\$784,676	\$869,028	\$836,579
Less Cost of Sales	\$269,675	\$349,188	\$282,877
Less Operating Expenses	\$190,182	\$229,210	\$263,523
Equals Net Income Before Taxes	\$324,819	\$290,630	\$290,179
Plus Depreciation (SBA)	\$0	\$0	\$0
Plus Amortization (SBA)	\$0	\$0	\$0
Equals Preliminary Seller's Discretionary Earnings	\$324,819	\$290,630	\$290,179
Addbacks:			
Auto Expenses for Owner's Benefit	\$6,250	\$6,284	\$9,068
Fair Market Rent Additions/Deletions	(\$20,000)	\$0	\$0
Insurance Premium for Owner's health, life, etc.	\$0	\$0	\$17,854
Salary to Working Family Member	\$0	\$0	\$7,534
Auto Expenses for Owner's Benefit	\$34	\$0	\$1,687
Insurance Premium - Working Family Member	\$0	\$3,044	\$2,115
Owners' Pension Plan			
Su Non-Business Phone, Internet & Cell Phone Expenses	(\$13,716)	\$9,328	\$38,258
Total Seller's Discretionary Earnings (SDE)	\$311,104	\$299,958	\$328,437
Profit Margin	40%	35%	39%

FURNITURE, FIXTURES & EQUIPMENT

The mailbox area offers 358 individual mailboxes with rear storage units.

The Printing area has 2 computers with credit card processing stations, 2 thermal printers, 2 postage stamp meters, 2 scales for weights and measurements, 2 scanners, a photo printer, fax machine, copy machine (1 leased, 1 owned), a wide format printer, a key machine with blanks, and a laptop for Live Scan services with scanner.

The retail area includes a slat wall, shelving, and hooks.

The shipping/packing center includes a built-in cabinet/drawer, pelaspas dispenser, and a slat wall. Shelving for storage of boxes included. 2 additional storage racks, 1 steel storage frame for packages, 1 wire storage rack (with wheels), 1 smaller storage rack (with wheels).

Office includes a desk with a security display (4 channel security system) at major points of entry, a refrigerator and a microwave.

ASKING PRICE

The asking price is determined using a cash flow methodology. Cash flow is the sum of net income from the business plus any non-cash expenses, non-recurring items and any seller's personal expenses. A multi-factor multiplier is applied to the cash flow based on the condition of the business.

For this business, a three-year average cash flow is applied making the business price more favorable to the buyer. The multiplier applied in this case is 3.2x, below the market in favor of the buyer.

CASHFLOW X PRESCRIBED MULTIPLE = FAIR MARKET VALUE

With this information, the computation is as follows:

$$\underline{\$301,876} \times 3.2 = \underline{\$968,000}$$

The fair market value found above positions the listing price as:

\$968,000

FUNDING EXAMPLE

Purchase Price: \$968,000

10% Buyer Down Payment	\$96,800	Buyer's equity
90% Bank Loan	\$871,200	10-Year term at a rate of 8.75% = Monthly loan payment of \$10,918

- Cash Flow (SDE in 2022): \$301,876
- Annual Payment to Bank: \$131,016
- Net Profit (After Expenses and loan payment): \$170,860

Numbers above indicate
Buyer will fully recover
cash investment in 7
months.

A lender is usually required to have a
1.25 coverage ratio for a business
loan to be extended.

At a proposed purchase price of
\$968,000 with the terms listed
above, the coverage ratio is **2.3**

* Please note that the decision of whether to extend a loan on any sale belongs to the bank, and this document does not guarantee specific terms or verify that financing is available.