

SF1118 - Building and Construction

Northern California

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Sales expected to double in 2020. Revenue through June plus contracts in place, expected to exceed 1.7 Million in 2020. Business to Business reseller and installer of fiber optic and copper data cable and related products, specializing in the design and installation of voice and data systems for both large and small companies. Provides a turnkey communication system involving underground utilities, inter-building, and intra-building backbone systems for high speed horizontal cabling. Owns and maintains the latest equipment, such as, fusion splicers, OTDR's, cable testers and outside plant equipment. Includes 100K in A/R.

**Sales doubled in 2020!****Recast Earnings***(Not Verified By Business Team)*

|                           | 12 Months Ended<br>12/31/2020 | 12 Months Ended<br>12/31/2019 | 12 Months Ended<br>12/31/2018 | 12 Months Ended<br>12/31/2017 |
|---------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>Sales</b>              | \$1,751,649                   | \$805,345                     | \$1,246,268                   | \$1,531,653                   |
| <b>Adjusted Cash Flow</b> | \$364,783                     | \$241,365                     | \$424,126                     | \$407,972                     |

**Operations**

| Number of Employees | Full Time  | Part Time | Licenses Required |
|---------------------|------------|-----------|-------------------|
| Non-Owners          | 6          | 0         | Business & C7     |
| Owners              | 1          | 1         |                   |
| Hours of Operation  | M-F 8 to 5 |           |                   |

**Price/Terms****Lease**

|                         |             |                            |         |
|-------------------------|-------------|----------------------------|---------|
| Asking Price            | \$1,200,000 | Monthly Rent Including NNN | \$1,300 |
| Down Payment            | \$0         | Expires                    | MTM     |
| Inventory (included)    | \$0         | Option                     | No      |
| A/R (included)          | \$100,000   | Size (sq.ft.)              | 1344    |
| Real Property Available | No          | New Lease Available        | Yes     |

**Miscellaneous**

|                      |            |          |                 |
|----------------------|------------|----------|-----------------|
| Type of Organization | S Corp     | Training | 2 Weeks20 Hours |
| Reason for Sale      | Retirement |          |                 |

*Disclaimer: The information provided herein is compiled from information provided by the seller(s). Business Team (CA BRE 01160661) makes no representation as to its accuracy or reliability. Prospective buyer(s) should rely upon their own verification and that of their financial advisors with respect to this information.*