

SEA137 - Business (or Biz to Biz)

Washington

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This Janitorial supply business serves primarily government and public institutions and enjoys long-term customer retention that provides a recurring source of revenue. Some equipment repair services are also provided. "Green" products" add appeal to customers. SDE has been adjusted to reflect one working owner by adding back the second owners approximate compensation. 2019 revenues are benefitting from improved pricing on a key supplier contract. 2019 SDE is on track to increase 50% for the full year. Historical growth has largely been through word of mouth. Marketing initiatives, including a website, offer lots of growth potential!

Commercial Janitorial Supplies



Recast Earnings (Not Verified By Business Team)

	7 Months Ended 7/31/2019	12 Months Ended 12/31/2018	12 Months Ended 12/31/2017	12 Months Ended 12/31/2016
Sales	\$266,881	\$395,953	\$464,543	\$508,783
Adjusted Cash Flow	\$65,784	\$79,002	\$100,541	\$92,208

Operations

	Full Time	Part Time	Licenses Required
Number of Employees			
Non-Owners	0	0	
Owners	2	0	

Hours of Operation 8am-5pm

Price/Terms

Asking Price	\$170,000
Down Payment	\$153,000
Inventory (included)	\$20,000

Lease

Monthly Rent Including NNN	\$3,190
Expires	10/31/2020
Option	For 3 years
Size (sq.ft.)	2050
Real Property Available	No
New Lease Available	Yes

Miscellaneous

Type of Organization	S Corp	Training	4 weeks 20 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.