

SF1118 - Building and Construction

Northern California

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Certified 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. Company 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. Sales from Cable installation consist of 50% new installs and 50% upgrades to current structures. Growth Opportunities are increasing as the uses of fiber and ethernet cable expand.

**Certified Data Cable Installer****Recast Earnings** (Not Verified By Business Team)

|                           | 12 Months Ended<br>12/31/2018 | 12 Months Ended<br>12/31/2017 | 12 Months Ended<br>12/31/2016 | 12 Months Ended<br>12/31/2015 |
|---------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|
| <b>Sales</b>              | \$1,246,268                   | \$1,531,653                   | \$863,600                     | \$943,488                     |
| <b>Adjusted Cash Flow</b> | \$381,274                     | \$402,451                     | \$283,137                     | \$408,398                     |

**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**

|                         |             |
|-------------------------|-------------|
| Asking Price            | \$1,200,000 |
| Down Payment            | \$0         |
| Inventory (included)    | \$0         |
| A/R (included)          | \$100,000   |
| Real Property Available | No          |

**Lease**

|                            |         |
|----------------------------|---------|
| Monthly Rent Including NNN | \$1,300 |
| Expires                    | MTM     |
| Option                     | No      |
| Size (sq.ft.)              | 1344    |
| New Lease Available        | Yes     |

**Miscellaneous**

|                      |            |          |                  |
|----------------------|------------|----------|------------------|
| Type of Organization | S Corp     | Training | 2 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.