



# Building Maintenance Services BTI #8502

The Company provides specialty cleaning services to most types of commercial buildings, residential buildings and homes: window cleaning, gutter cleaning, pressure washing and awning washing. Window cleaning is limited to 4 stories – the Company does not do high rise buildings. 75% of revenues are from commercial and residential buildings, while 25% are from residential homes. Roughly 60% of revenues are from window cleaning, 25% gutter cleaning and 15% pressure washing and awning washing. The Company has 7 crews, each with a supervisor who reports to the owner. The Company has an exceptionally good safety record, earning it a low mod factor and reduced worker’s comp insurance premiums.

The business was founded in 1990 by the present owner, who has organized and developed the business infrastructure so that any good business person can manage it. In August, 2015, the Company acquired the assets of another similar business and still gets business from that website, phone number and customer base. This helped revenues grow by \$268,000 from 2015 to 2016 with an increase in SDE from \$560,000 to \$757,000. The owner forecasts 2017 business performance to be better than 2016 due to implementation of a price increase and continued strong demand from new and existing customers.

The Company operates from an office building with a fenced, paved parking lot for all the vehicles, a large garage for storage and a small storage shed. The business owner is the landlord and will make a new long-term lease with the business buyer.

The business earnings have enabled the owner to acquire sufficient real estate investments and other assets that he desires to sell the business and retire. He has an active personal life, coaching volleyball and basketball.

FINANCIAL	
Revenues 2016	\$1,912,994
SDE 12/31/16	\$757,424
Sales 12/31/15	\$1,644,037
SDE 12/31/15	\$560,123
OPERATION	
Employees	21 FT1 PT
Working Owners	1 FT
Payroll/month 2015	\$62K/mo
Hours	8:00a-4:00p M-F
Biz Established	1990
PRICE	
Asking	\$2,099,000
Down Payment	\$524,750
Inventory Included	\$2,000
Other Debt	none
Training Included	2 weeks @ 20 hrs

LEASE	
Base Rent	\$4,000
New Lease	5 years
Form of Lease	Gross
Parking	Fenced Lot
FACILITIES	
Office	1,459 Sq. Ft.
2-story	Office/residential
Garage	400 Sq. Ft.
Storage Shed	112 Sq. Ft
Additional	Full Basement
Biz Owned Since	1990
TERMS	
SBA Loan	\$1,574,250
Term	10 years
Interest	Prime + 2.75%
Payment	17,477.40
Covenant	5 years 100 miles

**FOR DETAILS PLEASE CONTACT GREG CARPENTER  
(408) 898-0303 [gregcarpenter@business-team.com](mailto:gregcarpenter@business-team.com)**

**DISCLAIMER:** *Information has been provided by the Seller. Brokers have not verified this information and make no representations as to its accuracy, completeness or future business performance. Prospective Buyers should rely upon their own verification and that of their financial and legal advisors.*