

**The Firm Business Brokerage**

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**ID#: SER067**

**FOR SALE:** **Backflow Testing, Installation & Repairs**

*Yearly testing service provides a consistent revenue stream!*

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| Financial Overview  **List Price: $369,000**  **Gross Sales**  **2018:** $209,250  **2017:** $233,246  **2016:** $198,355  **2015:** $207,513  **Owner Profit/Cash Flow**  **2018:** $123,071  **2017:** $124,696  **2016:** $122,098  **Profit Margin:** 59%  **Multiple:** 3  **Valuation:** 2018Cash Flow x Multiple = Valuation  $123,071 x 3 = $369,213 |  | Funding Example  **Purchase Price: $369,000**  *10%* **Buyer Down Payment:** $36,900  *25%* **Seller Financing:** $92,250  *65%* **Bank Loan:** $239,850  *A 10% down payment of $36,900 returns $64,610 in the first year after debt payments!*  Description    This one-stop plumbing company specializes in backflow preventer testing, repairs, and installation for commercial and residential clients. As backflow devises must be tested yearly, this reoccurring service provides a consistent steam of revenue. Using top of the line tools and supplies, the master plumber provides service on all makes and backflow devise models, keeping drinking water safe. Clients include commercial, residential, cities, schools, apartment complexes, restaurants, hotels and more.  Providing honest and dependable service, this business will provide you with the best backflow service you can get in the Omaha metro area. Testing will accurately diagnose any problems with the backflow preventer and the best course of action to optimize efficiency will be provided. All parts and supplies that may be needed if repairs are necessary are on hand. Test reports are then submitted to the water purveyor upon completion of testing and repairs, if needed.  Growth opportunities include the addition of Journeyman with the opportunity to increase revenue and diversify services. A new owner will need to hire or carry a master plumber’s license with and grade 6 water operator’s license. The current owner is willing to stay on for a period of time as negotiated.  Next Steps  For a detailed financial package, please contact Cortney Sells or one of The Firm Business Brokerage’s professionals at 402.998.5288 or email [Confidential@TheFirmB2B.com](mailto:Confidential@TheFirmB2B.com). |
| Assets Included in Purchase\*: $76,000+  **Equipment:** Tools, equipment and materials  **Vehicles:** $64,760: 2010 Dodge Ram and 2017 Ford Transit  **A/R:** $12,000  **Intangible Assets:** Honest, dependable service with reoccurring customer base  *\*amounts may vary* |  |
| Business Information  **Years in Business:** 20+ Years  **Location and Service Area:** Greater Omaha Metro  **Clients:** Commercial, residential, cities, schools, apartment complexes, restaurants, hotels and more  **Services:** Backflow testing, installation and repairs  **Capacity:** 3,000 valves / year  **Building:** Home office  **Reason for Selling:** Retirement planning  **Owners/Employees:** (1) Master plumber; (1) Office Administrator  **Hours:** M-F 8-4:30  **Seller Training Period:** 3 months or as negotiated  **Growth Opportunities:** Additional Journeyman with the opportunity to increase revenue and diversify services  **Current Owner’s Responsibilities:** Owners/Operators |  |
|  | Last Revised ML 6/12/19 | |
| ***- CONFIDENTIAL -*** | | |
| *The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC.* | | |