

**CONFIDENTIAL BUSINESS SALE  
 SPECIALTY CONTRACTOR**

**LOCATION: MARYLAND  
 LISTING #048310**

**Business Overview**

*The company, established in 1990 provides services to the residential and commercial pool & spa industry. Included are swimming pool renovations, decking, coping, resurfacing, vinyl liner installations and new equipment upgrades to gunite, vinyl and fiberglass pools. The company has positioned itself as experts within the industry in major/minor renovation of pools & spas that represents 50% of its current revenue. Weekly service (25%) and pool maintenance (25%) account for the remainder. This is a full service company priding itself with a high level of customer satisfaction using only quality manufactured products. The company operates its own fleet of trucks and uses uniformed technicians. In recent years additional emphasis has been placed on environmentally friendly products. The company prides itself with a long list of testimonials due to their "hands on" approach. This is a turnkey opportunity offered due to retirement of its principals.*

**Financial Highlights**

Tax year ending	2014	2015	2016	Revenue ending March 31	
Annual revenue	\$1,707,140	\$1,612,704	\$1,970,854	2016	vs 2017
Owner benefit			\$387,960	\$613,304	\$665,164

**Organization & Staff**

*The company operates out of a leased multi-use space consisting of 1800 s.f. office and 3150 s.f. warehouse. A long term lease is available. Rent expense is \$3,235.75/m, all-inclusive.*

*The staff consist of nine technicians, two office administrators and two owner operators. All staff works forty hours plus OT if needed. A fleet of nine trucks is included in the sale.*

**ATKINS REALTY GROUP, INC.**

Offered by:

**Stephen R. Atkins, Principal Broker**

**Certified Business Intermediary**

Direct Line: 410.757.4965

Fax: 866.399.5467

E-mail: steveatkins1830@gmail.com

Atkins Realty Group, Inc. has been retained as the exclusive Broker to Seller. Additional information is only available upon the execution of a Confidentiality Agreement and Buyer Registration Form.

**NON-DISCLOSURE, CONFIDENTIALITY AND  
DISCLAIMER AGREEMENT**

**Business: Specialty Contractor**

The Agreement with the Seller requires that we obtain a Non-Disclosure and Confidentiality Agreement and evidence of financial ability before disclosing the name and location of his business. This information will be kept confidential. In compliance with the above, please read and complete the following Agreement.

The Seller desires to protect itself from unauthorized disclosure of confidential and proprietary information contained in all BUSINESS REPORTS. Therefore, I agree I will not duplicate in whole or in part any BUSINESS REPORTS without the express written permission of Atkins Realty Group, Inc.

I realize that the Business Reports are provided solely for informational purposes and is designed to assist in determining whether to proceed with an in-depth analysis and investigation of the Business. The information contained in the Business Reports has been prepared by or is based upon representations of the Seller. Atkins Realty Group, Inc. has made no independent investigation or verification of said information, therefore, we strongly recommend that you review all information concerning the Business with your accountant, attorney, tax advisor and/or other professionals. Buyer accepts full responsibility for full compliance with all provisions of this Agreement by such other persons. **In the event the Buyer decides not to pursue the possible purchase of the Business, Buyer will promptly return to Broker all Business Reports, including all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any said part of said Business Reports.**

I understand that it is my responsibility to verify all information. Any decision to purchase the Business shall be based on the Buyer's analysis and judgment. The Buyer will indemnify, and keep indemnified, Atkins Realty Group, Inc. and the Seller from any damages whatsoever caused by the Buyer's negligence or unauthorized use of the Business Reports. The Business Report is provided subject to errors and omissions and the Business is being offered subject to price change, prior sale or lease, and withdrawal without notice.

**BUYER WILL NOT CONTACT, DIRECTLY OR INDIRECTLY THE SELLER'S, SELLER'S EMPLOYEES, CREDITORS, CUSTOMERS, OR VENDORS. ALL ENQUIRIES CONCERNING THE BUSINESS SHALL BE DIRECTLY WITH BROKER. IF THE BUYER INTERFERES IN ANYWAY WITH THE BROKER'S CONTRACTUAL RIGHT TO A COMMISSION FROM THE SELLER, THE BUYER WILL BE PERSONALLY LIABLE FOR THE PAYMENT OF THAT COMMISSION.**

Buyer will not for a period of twenty four months from the date hereof, enter into an agreement to purchase, lease, merge, submit a deposit, or enter into an employment agreement with any Business introduced to the Buyer by Atkins Realty Group, Inc., in whole or in part, or assist or promote any other party in doing so, unless such agreement provides for commission to be paid, as defined in the Standard Authorization Agreement with the Seller.

**It is acknowledged by the Buyer, in the event that the Buyer should breach any of the provisions in this Agreement, that it will be held liable for and pay any commission due to Broker from the Seller, upon demand, without any obligation on Broker's part to first exhaust any legal remedy against Seller.** This Agreement shall be governed by the laws of the State of Maryland. This Agreement pertains to any other business introduced by Atkins Realty Group, Inc. to the Undersigned.

**THIS IS A BINDING AGREEMENT and the Potential Buyer acknowledges that he has read, understood and hereby agrees to the terms and provisions of this Agreement and has received a copy of it.**

This Agreement executed this \_\_\_\_\_ day of \_\_\_\_\_, 2017

By: \_\_\_\_\_  
Printed Name of Potential Buyer Signature of Potential Buyer

Address: \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Phone: \_\_\_\_\_

*Please sign and return this agreement to ATKINS REALTY GROUP, INC.  
Stephen R. Atkins, Principal Broker  
410-757-4965 fax 1-866-399-5467  
1830 Ritchie Hwy. Annapolis, Md. 21409*

## CONFIDENTIAL BUYER REGISTRATION

**All information you provide to us will be held in strict confidence until you authorize its release to another party.** We are required by our Agreement with the seller to obtain evidence of financial ability before we can release the name and location of the business. Nothing in this Buyer Registration form is intended to create or construed as creating a Principal Agent relationship between Atkins Realty Group, Inc. and the prospective buyer. We have obtained proprietary information from the seller that can only be shared with financially qualified buyers.

**ALL INFORMATION MUST BE ANSWERED COMPLETELY AND ACCURATELY**

First Name \_\_\_\_\_ Last Name \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

Cash from Savings to invest \$ \_\_\_\_\_ Capital available from other sources, retirement plans etc. \$ \_\_\_\_\_

Do you own your home \_\_\_\_\_ Estimated market value \$ \_\_\_\_\_

Equity in your home (market value – mortgage) \$ \_\_\_\_\_

Annual income requirement \$ \_\_\_\_\_ Investment range up to \$ \_\_\_\_\_

Current job skills \_\_\_\_\_

List businesses you have owned or operated in the past \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Please return the **COMPLETED** forms to: email - (steveatkins1830@gmail.com) or fax to (866.399.5467). After we receive your information, we can discuss additional financials of the business. A personal financial statement may be required prior to releasing tax returns and/or financial statements of the Seller.