

CONFIDENTIAL BUSINESS SALE
POOL & SPA CONTRACTOR

LOCATION: MARYLAND (OUTSIDE D.C.)
 LISTING #048310

Business Overview

The company, established in 1990 provides services to the residential and commercial pool & spa industry in MD, DC, VA. Services include 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 with an exceptional reputation. Revenue mix accounts for 50% renovation of pools & spas, weekly service (25%) and pool maintenance (25%). This is a **Turnkey profitable opportunity** with over 4000 customers in its contact list.

The Ideal Buyer: an entrepreneur with new ideas and management skills looking to expand on the sound foundation already in place. One who is currently in the construction or pool business, or one with construction skills wanting their own business. A person who enjoys working with people making complex design projects come true!

The seller offers full transitional support making for a seamless transaction.

Financial Highlights

| Tax year ending | 2014 | 2015 | 2016 | Revenue ending June 30 | |
|-----------------|-------------|-------------|-------------|------------------------|----------|
| | | | | 2016 | vs 2017 |
| Annual revenue | \$1,707,140 | \$1,612,704 | \$1,970,854 | \$1,188M | \$1,261M |
| Adjusted EBITDA | | | \$393,404 | | |

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 trucks is included in the sale.

ATKINS REALTY GROUP, INC.

Offered by:

Stephen R. Atkins, Principal Broker

Certified Business Intermediary

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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.

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.