

I also have these other businesses for sale. PLEASE SCROLL DOWN TO SEE ALL 7.

Please see below 7 new businesses I am representing for sale in Denver. If you seek sales packets, please just email me back exactly which businesses you seek sales packet for and then I can email them to you today.

**For Sale
New Offering - 17 Yr. Old
Large
Commercial/Residential
Excavation, Demolition,
Sewer and Water Company**

Sales Price - \$1,350,000

**2012 Cash Flow was
\$786,365 on \$2,552,459 in
Sales**



**2013 WILL Cash Flow over
\$1MM on over \$2.8MM in
Sales, the seller asserts.**

Selling for 1.2 X's Cash Flow
AND Includes almost
\$900,000 in solid assets and
equipment
(Completely Debt FREE at
closing!!)

We are the leader in our 17
year history and are one of
the largest and most
profitable excavating and
demolition companies in our
market.

We are having our best year
in 5 years. We have 2-3 X's
more work than we can
handle because the seller is
90% absentee.

The new owner need NO
industry or technical
experience, but should have a



solid business mind and be committed to work.

Brief Overview:

2012 Cash Flow was \$786,365 on \$2,552,459 in Sales.

2013 WILL Cash Flow over \$1MM on over \$2.8MM in Sales, the seller asserts with the incredible start we have had this year vs. last year at this time.

We are a 17 year **old Commercial/Residential Excavation, Demolition, Sewer and Water Company**. We specialize in high-end home tear-downs, excavation and demolition, and sewer and water hook-ups. We also do some of the highest profile large commercial demolition work in Denver metro. This work is roaring back right now, and this is our sweet spot.

The seller is fully committed to sell the assets of the business and will agree to full Reps and Warrantees to a solid legal and business standing, no “ghosts in the closet”. We have NOT had one client complaint in all 17 years of operation. We have never had a bond called, ever been removed from a job, or had an insurance claim. We have a stellar track record of finishing jobs on time and on budget. We have a perfect track record. We also have a stellar worker’s safety history without one claim in the past 7 years! We have the lowest insurance and workman’s’ comp rates available due to our “perfect” safety record. We also have a perfect OSHA and safety record.

Since 1997 we have completed over 1,000 demolition and excavation jobs. Today we enjoy an incredible steady stream of call-ins and referrals from our excellent reputation for fair dealings and great work. We are the largest Demolition and Excavating business in Colorado based on the number of permits issued the past 5 years. In fact, we have been issued more than 1/3rd of all permits issued in the entire Denver area in the past 5 years. We consistently work for the largest and busiest contractors, and also public entities and municipalities. Denver has a solid tax base and tax revenues are some of the strongest in the country. Therefore, there is plenty of money to upgrade infrastructure and begin new work, etc. But our bread and butter has always been high-end residential tear-downs and excavation in tight areas. Very few companies have the equipment and skilled equipment operators to complete this work in tight areas and in short time periods. This is why we get the biggest margins. "We charge for it, and they pay it", the seller asserts..

The sale includes over \$900,000 in heavy equipment – the is “quick sale” or auction value. Over the past 2 years the seller has invested over \$800,000 in

back into the new equipment included in the sale. The equipment is late model, and well-maintained and will run for years to come without replacement. The seller says, “everything is here to make \$4MM/year and no other equipment is needed. At this level the business would cash flow over \$1,800,000/year. We just need someone to work it full-time and stay committed.

The seller has been running the business 90% absentee owner as he owns 2 other businesses (landscape and recycling materials companies) that are growing at an explosive rate. “If the new owner worked full time and hustled the jobs, sales and cash flow would immediately double or triple over 5 years”, the seller insists. We literally have jobs "racked and stacked" for the next 2 months out. We have hundreds of long-standing customers that year-after-year call us to get jobs done, and often we don't even have to compete for them; just estimate the job, then do it. We often write our own ticket - which has incredible margin. We have never done any form of sales and marketing efforts. We don't even have a website or phone book advertisement. This is one of the areas that need to be improved by the new owner. They rely strictly on call-ins in the past. The work just comes to us from the past 17 years of jobs we have done in the past.

Please email info@companybroker.com or call Paul at 303-382-1900 for a comprehensive sales packet with the past 5 years of financials and tax returns, and a detailed 40 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet.

We are fully turn-key and are a full service demolition and excavation business. Most companies do just 1-2 aspects of the work that our client demand of us. We do it all and as a result, our top 100 customers use us over and over again. We are “one-stop shopping” for them – this is key to our success.

There is a tremendous opportunity for growth by simply taking on more work that we are asked to do. The seller has been the “bottle neck” of the business because of his many other commitments. The business also needs updated systems and procedures to get up to \$6MM-\$7MM/year levels. But these can all be easily implemented.

We have 15 solid and long-standing employees that love and take pride in their work. The operations manager/estimator has been with the company for all 17 years and is committed to stay on to grow the business back up to 2008 levels. We just need another estimator, additional office staff and obviously more field hands for the additional volume to get to \$6-7MM/levels.

We are a mid-size demolition company with very little competition in our market because much of our direct competitors have gone out of business due to the economic downturn. Most-all other companies have substantial debt

on their equipment and held large overhead in their companies. So, when things fell in the economy they couldn't make payments or make payroll. Conversely, we have NO DEBT and have the lowest overhead structure possible. Again, this is why we cash flow is always so strong on \$2.34MM in sales. Other companies can't hold these margins. Over the past 17 years we consistently hit a 65% Gross Profit Margins which is incredible with our low overhead. In short, the cash flow is excellent whether we gross \$4mm or just \$2.5MM. The average GP in the industry (our competitors) is just 30-40%.

The buyer will step into a great work in progress (WIP) report of large to mid-size commercial jobs we have on the books for the summer and fall of 2013. We are slammed with work right now and for the next 4-5 months at least. High-end home tear-downs and re-builds are roaring back right now, and so is large scale commercial demolition. This is our sweet spot. We have all the work we want and the new owner can take on \$3MM, \$5MM or \$10MM in new work if they want - all the highest-margin and profitable work is out there for the taking, at least for us. This is because we are tried and true. Other smaller and less established competitors do not have the equipment, experienced employees, but more importantly, reputation and trust that we have spent years building with these contractors and municipal entities.

We have very low overhead and an excellent business model for growth. The seller works just 5-10 hours/week on this company, and is selling because he has 2 other businesses and over \$8MM in commercial real estate he needs to manage.

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The seller will stay on for however long it takes to ensure a comfortable transition of employee, vendor and customer relationships. Again, the seller has a tremendous commitment and financial interest to ensure a smooth transition.

The seller has a wealth of knowledge and many innovative ideas to grow the business, but he just does not have the time to commit to the business when the business needs it most. In short, he is committed to help the new owner take the business to the next level.

The new owner will step into very strong reoccurring cash flow from solid and long-standing relationships with contractors and insurance companies that can send millions in work to him every year. We have all the work

available to us. The new owner would just need to expand the relationship we already have with existing customers to double or triple the sales.

We are centrally location and near 3 major highways for great access to the entire Denver Metro area.

We have the finest reputation in the Denver Front Range area. No legal battles.

For Sale:

Colorado's Largest Medical Marijuana Growing Facility and 4 Retail Dispensaries

Cash Flows \$1.2 MM/yr. on \$3MM in Sales. (Past 12 months)

But 2013 WILL Cash Flow 1.7MM-\$2.5MM on \$5MM in Sales.

Just \$2.5MM Down, Gets \$1.8MM in Inventory and \$1.8MM in Assets (Completely debt Free.)

Sales Price - \$2.5MM down, plus another \$1.5MM-\$2MM over 2-3 years.

Sale Includes over \$3MM in Current Inventory and New Assets and Equipment (less than 1 year old.) Completely Debt Free!

That is Just \$2.5MM down for \$3MM in hard assets (QSV)

For over 13 years now the sale of Medical Marijuana has been completely legal in Colorado, and Washington. Today almost 4,000 separate companies/growers gross \$1,400,000,000 (2012) nationwide.

According to the National Cannabis Industry Association.

The Association expects that number to double in just 1 year (2014) once "recreational use" comes on line in just Colorado and Washington alone.

Update: May 9, 2013.. **History WAS made on May 8, 2013!! The Medical Marijuana Law PASSED yesturday.**

See the link below for details.

http://www.denverpost.com/breakingnews/ci_23198163/colorado-senate-gives-final-approval-historic-marijuana-bills

The new owner WILL cash flow at least \$150K-\$225K **every** month on a steady and predicable basis based upon the incredible business model we have mastered.

We are the leader in a 13 year old industry. We are one of the largest of our kind in all of Colorado, and clearly the most profitable with cutting edge technology.

Please email info@companybroker.com or call Paul at 303-382-1900 for a comprehensive sales packet and a detailed 40 minutes video interview with the owner and a full operational walk-through on the facility and employee interview, etc. We can immediately email the sales packet.

2013- 2014 Company Growth Outlook: Our monthly Gross Sales and Net Income have climbed by 10% plus every “month” since the start. A **new law** passed in Colorado 8 months ago that will ensure that our company WILL immediately grow by 200% -300% once the new regulations are in place in the later part of 2013.

We are in the newest "Industry" in the Colorado as well as the entire US overall. Also, we are pioneers and the largest in this newest industry. In fact, we have the first foothold for our products in the Hawaiian Islands once it gets approved.

We have 15 solid employees who run the manufacturing and growing operations. The new owner need NO industry or technical experience, but should have a solid business background.



See picture above of the 18 states where IS completely legal to grow and sell marijuana for medical use. Also see the 12 new states that have bills pending that would legalize marijuana for medicinal and/or recreational use. Finally, as you probably already know after January 1, 2014 it will be completely legal for ANYONE over the age of 21 to purchase marijuana for ANY REASON. (No medical prescription will be needed.)

The line items above say it all... all statements above are TRUE and will prove-out in due diligence. We are one of the most profitable and clearly the most technically advanced companies in the entire industry. We have multiple proprietary products and manufacturing methods that allow us to offer premium

products to our steady client base for premium pricing that others can produce or even know about.

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2013-2017 Market Outlook: In short, the demand for our niche product will be nothing short of explosive over the next 10 years. Countless studies, figures and reports have been completed by public and private sector entities in the past 2-5 years over the incredible projections in growth over the next 3-10 years for our product in Colorado and 17 other states in the US where our product is approved and regulated for use. We have grown by 10%-15% per "month" since inception. The seller states that, "the demand for our product FAR outstrips our supply. If we had twice the capacity to grow, we would not be able to meet that demand; it's a hay day for all you can produce and grow." In addition, 8 months ago the Colorado legislature enacted a law that plays right into our hands. This law, once implemented with regulations, will provide an immediate 300%-400% increase in demand for our products, the seller forecasts. Obviously because the demand will skyrocket, the sales price will increase dramatically which will further increase our overall profits, simply because we can charge more for the same product units. The seller is so bullish on the short and long term outlooks for the company and industry in general, he is 100% comfortable carrying up to 50% of the gross sales price for a qualified buyer. This says everything...

Equipment and Assets Details: The sale includes over \$1,800,000 in "current" inventory that can and will be sold over the next 2-4 weeks. We turn our inventory 4-5 weeks. Our inventory is completely LIQUID for the full \$1.8mm. Plus we have spent over \$1MM in the past 9 months on state-of-the-art manufacturing equipment (and countless hours installing it to building code, etc.) and it is worth every penny invested. Also, we have recently invested \$300K-\$400K on 2 manufacturing/growing facilities as well as 4 retail locations. Lastly, as part of this transaction, the new owner will benefit from the \$300,000 that the seller recently invested into becoming (potentially) the first to enter the Hawaiian Islands for the products we sell. Whoever gets to the Hawaiian Islands first will dominate with millions in gross sales the first year.

Seller's Representations and Warrantees on the Sale: The seller will guarantee in contract that the business has absolutely no legal battles, conflicts, or claims against it and that the business is in the finest standing in EVERY respect. We don't have one "scratch" on our perfect reputation and record of operation - nothing! In fact, our industry is incredibly regulated by state and local governments and we are considered and "example" of how to run a facility. We are the poster child for how our competitors now run their facilities, says state regulators. Because our industry is so heavily regulated, most competitors have either been driven out, or others can't enter the market because of the legal barriers to entry are so costly and difficult.

Facility and Operations are the Most Efficient: We left no turn unturned; we have spent thousands of hours dialing in perfectly on the entire manufacturing and production operation to ensure that we have maximum yield per unit, per square foot, etc. In the past we made most-every mistake one can make in a new industry

where there in no blueprint for setup. Through trial and error we quickly figured out what worked and what didn't work, and why. We corrected things along the way and today we have a fairly perfect operational and production layout that the new owner can step in to and take to the next level going forward. This goes for our workers and key employees. We have kept the best of the most committed employees and got rid of the rest. In the end, we have 2 growing/manufacturing facilities with over 50,000 square feet of production space and 4 retail locations with over 15,000 SF of fully functional space with a pleasant experience in which to shop.

Sales, Marketing and Business Development Efforts: Simply put, we have done almost nothing in the area of sales and marketing of our business in the past to grow the business or create awareness for our product. In fact, we just recently created our website. We are growing at an aggressive clip without any form of advertising or marketing. "The sales just comes to us", the seller insists. The phone rings or the people walk in the door because of word-of-mouth or drive-by viewership. A new owner who wants to become more pro-active in sales and marketing can easily double the loyal customer base that we now have.

The new owner needs no specific industry experience as the company now runs itself with great management. However, if the new owner wants to truly grow the company at even a greater rate, then they probably should have strong sales, marketing experience, finance and people management experience, etc. This is a fast-paced business and decisions are being made all the time. The business model that the owner and key management has built is excellent. It took a long time to build what we now have, but we now have everything in place to grow quickly from here.

The existing employee base and the seller has a wealth of knowledge on how best to take the company to the next level of sales and profits and is 100% committed to stay on for 4-6 months on an as-needed basis to ensure a smooth business transfer. But again, we have great management in place to assist the new owner in their quest to grow the business. As stated above, the seller is 100% committed to carry 40% of the sale price in a note. In this transaction the seller is well-motivated to ensure a solid transfer of the employees and the wealth of industry knowledge he has to the new owner IF he is to get full sales price.

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For Sale:

30 Year Old Commercial Glass Company in Denver, Selling for "1 X's Cash Flow"!

2012 The Business DID Cash Flow \$315K on
over \$2.6MM in Sales.

Sales Price - \$350,000 Down, plus another \$350,000-\$450,000
over 3-4 years through an earn out.

Includes over \$270K in Assets/Equipment/vehicles, Including
over \$150K in "Guaranteed" NET Receivables, completely
Debt Free.

Since 1984, we are the leader in our 29 year history and are one
of the top 5 largest and most profitable of our kind in Colorado.

We have 14 solid and long-standing employees who run the entire
office and field operations. The new owner need NO industry or
technical experience, but should have a solid business mind.

Just \$350,000 Down and easy SBA finance with just \$200K
down. The sales includes all assets and equipment to run a fully-
functioning 6,000 SF Centrally-located shop and office setting. It
also includes 9 full-stocked field trucks/vehicles (3 of them need
small work) The buyer will need NO working capital to start as the
sale includes over \$250,000 in Accounts Receivables at closing
(\$150,000 Net), and these receivables will be personally guaranteed
by the seller for collection. The real estate is also for sale for another
\$550,000. (see broker) The business will have NO DEBT on the
balance sheet at the closing - all debts will be paid off..

We are 1 of the top 5 largest Commercial Glass installers in all of
Denver. We install some of the biggest and most profitable high-rise
jobs in the area. These include: a recent 11 story building, the
Denver Regency Tower, Skyline Towers, Green Box Storage,
various medical centers, strip malls, store fronts, Tennant finish,
schools, and curtain wall work. See the broker's comprehensive
video interview with the owner to cover more details here..

We have long-standing relationships with 25-30 general contractors
that for 30 years now have sent us almost 100% of the work we have
completed. This is a critical and valuable asset. It took years to
build the trust and confidence with these GC's and commercial
builders and renovation companies. They call us every day or email
us bid solicitations to bid for their work. The work just comes to
us.. However, the current owner knows that the business has been
"stuck" below the \$3.5MM level in sales because he has NEVER
attempted any pro-active sales and marketing efforts to "get out
there" and chase the work that we are not invited to bid on. We have
always known that there is an entire world of work out there that we
have never pursued in any way. We are aware of and bid on less
than 1% of the work in Denver alone that can be available to us. we
are missing out on the other 99%. It's a shame, but the seller is not



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the business development type. But a new owner could immediately get out there and within 2-3 years triple the sales just by being more pro-active with our existing client base and also expanding it.

Small Business Certification: Last month we finally received the coveted Small Business Certification from the Federal Government. This allows us to have a strong edge in bidding work for federal and state public entities. In the past over 99% of our work has been private sector or commercial work. We simply never pursued the public sector. However, this is a solid market that we will now have a strong edge in since most company don't have or can't get this certification. Many of our large GC customers don't even ask us to bid this work because we always pass on it. However, the margins are great, and will be even greater for us since with the certification we will have "preferential treatment" in the bid. Therefore, we can bid the work higher and make more money. **Bonded work:** This is the first step the new owner should take to growth business and increase the gross profits (margins on jobs). Over the years we have not pursued bonded work for many reasons, but I guess the main one is that you need about \$300k or so on the balance sheet in cash to bond the bigger jobs and we have never had it. "It takes money to make big money in the commercial glass business", the seller says. These bigger jobs are far more profitable and far less complete, but again the new owner would need about \$300K parked on the balance sheet to pursue this work. This is a great opportunity for the new owner.

The work we do is highly technical and very unique to the ever-growing demands of the industry. BUT, we have 14 solid and long-standing employees who run the entire office and field operations. (9 of these workers are installers. The barriers to entry are high to get into this market and we have a solid lock on this market with just a few real competitors. We have just 3-4 competitors in our market that bid against us, and there is plenty of work for all us to enjoy 35% plus gross profits. It is VERY difficult for a new competitor to enter our niche. Our customers expect the very best service from the most capable service companies and will pay a great premium for it. Very few companies have the quality equipment and the skilled labor, and the reputation to take on some of these highly technical jobs.

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Seller's Representations and Warranties on the Sale: The seller will guarantee in the contract that the business has absolutely no legal battles, conflicts, or claims against it and that the business is in the finest standing in EVERY respect. In fact, this business has operated for 30 years without "one" legal battle, job dispute, or even a complaint about our work. We don't have one "scratch" on our perfect reputation and record of operation - nothing! We are invited to most-every bid because we are the best at what we do. We have 14 awesome employees that are well-paid, happy and they are the best in the industry, and it took years to groom the workers to be able to run completely independent of the office staff. As stated, our team of 14 employees are well-paid and love their jobs, so the new owner should have no concern for losing field or office staff in the company transfer.



Facility of operation: The monthly rent is just \$3,370/mo. For the full 1/2 acre and over 6,000 SF of very functional A+ office and work space. For many years now we have operated on a 1/2 acre facility centrally-located in Denver Metro and is right in the middle of several great markets that we can serve for many years to come. In our industry drive time and many hours getting to work sites can be a big part of costs and overhead. Our overhead is as low as it can be. Again, this is one of the reasons our net profits are so strong.

Sales, Marketing and Business Development Efforts: As stated above, simply put, we have done no pro-active sales and marketing efforts at all over the past 30 years. Throughout our history the "work has just come to us". We have done no pro-active sales and marketing efforts at all. We have had just a '1' page website and a small line in the Yellow Pages. The seller strongly feels that new efforts in sales and marketing the company will produce at least \$2-\$3MM in new work in 2014 alone. In fact, the seller is so committed helping the new owner grow the business going forward, he will be willing to put "his money where his mount is" and subject his seller's carry to a reasonable earn-out.

The new owner needs no specific industry experience as the company now runs itself with great management. However, if the new owner wants to truly grow the company at a greater rate, then they probably should have strong sales, marketing experience, finance and people management experience, etc. This is a fast-paced business and decisions are being made all the time. The business model that the owner and key management has built is excellent. It took years to build what we now have and have everything in place to grow quickly from here.

The seller has a wealth of knowledge on how best to take the company to the next level of sales and profits and is 100% committed to stay on for 3-4 months on an as-needed basis to ensure a smooth business transfer. But again, we have great management in place to assist the new owner in their quest to grow the business. As stated above, the seller is 100% committed to carry over 50% of the sale price in a note/earn-out. In this transaction the seller is well-motivated to ensure a solid transfer of the employees and the wealth of industry knowledge he has to the new owner IF he is to get full sales price.

We have built strong relationships with engineers, architects, attorneys, homeowner associations, and property managers of residential, commercial and government properties. Since our beginning, we've completed more than 5,000 jobs covering a wide variety of projects.

Demand for Our Niche Service: As you can a great portion of our gross sales is on large commercial and industrial exteriors. There are 2 main reasons we have enjoyed steady sales throughout our past and why 2013 is expected to explode going forward. 1) Our long-standing customers are some of the largest commercial real estate owners in the US. We work for some of the largest pension funds, Private equity groups and large bank and institutional investors in real estate. The point is that our customers, even during a major economic recession, are constantly buying and selling off large commercial, industrial and multi-family housing projects. When they buy or sell a large property, almost always the bank requires that the new landowner (who is borrowing the funds to buy the land) must set-aside funds to update or upgrade the exteriors even if it is



not desired or has been recently done. For instance, if Wells Fargo is going to loan say \$100M on a 1,000 unit multi-family housing project, they will almost always insist that the borrowing entity borrow an extra \$5MM which will be set-aside in an escrow account earmarked for exteriors, etc. They insist in this since the lender/bank wants to be sure that "their" assets that they are liening is in great shape from a curb appeal standpoint, if they need to reposes it and resell it "before" they loan the money. And glass, window casings and moldings and glass doors, etc. are part of that curb appeal.

Lenders and underwriters' require this provision today more than ever before. This plays directly into our company's hands since we may an opportunity to update and restore the same property perhaps 1-2 X's over 15 years as these properties change hands frequently. Finally, the most cost-efficient and cheapest way to protect the most valuable assets in the US, real estate, is to update and upgrade exteriors. Not plumbing, not electrical, not floors, not walls, but the exteriors form the outside elements that can quickly corrode the assets itself if it is not maintained, and the banks know this.

The second reason for out expected solid growth is simply that Colorado, more than any other state, has the WORST climate for building and real estate in general. In Colorado we have the greatest degree of temperature swings in any given day. It can be 70 at 4pm in March and 20 degrees say 3 hours later. This extreme change in a short period of time is tough on window moldings, casings and exteriors in general. Also, we are a full 'mile high' in the Front Range (Denver). That means that we have 1 mile less atmosphere than most other cities have for protection from ultra-violate radiation. This means that the sun is very tough on exteriors and can "age" a building far quicker than the same exteriors can in say Seattle or Chicago for instance. Property managers, banks, developers and large real estate investor/owners know this fact all to well since they have to update and protect their properties in Colorado more frequently than anywhere else in the US..

Reliability and Stability: Doing business in Colorado since 1984, we are a stable company with proven financial backing for current and projected work. Longevity is an important point to consider when deciding which company to hire. All contractors are easy to find when they are soliciting your business. Choose to work with the company that will be around after the job is done. We are licensed and insured.

Our Commitment: We take pride in exceeding expectations. For the last 29 years, we've built a reputation of unsurpassed excellence throughout the Front Range and Colorado. As a result of our hard work and high standards we continue to cultivate long-standing client relationships, project after project. Our clients have my personal commitment for the upmost professionalism from our team.

Please email Paul@companybroker.com or call Paul at 303-382-1900 for a comprehensive sales packet with the past 6 years of CPA financials and tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet.

For Sale:

Large Commercial Exteriors and Restoration Business for sale in Denver, Cash Flows \$950K/year on \$5MM in Sales (2012). 2013 WILL Cash Flow over \$1.3MM on over \$9MM in Sales that is already contracted.

Selling for 2X based on 2013 Cash Flow AND Includes \$2MM in Assets. (1MM in Accounts Receivable, AND over 1MM in Vehicles and Assets "debt Free"!)

Sales Price - Just \$1.8MM Down and another \$1.3 - \$1.5MM over 5-7 years.

Sale Includes over \$1MM in Current Inventory and New Assets and Equipment



We are the leader in our 30 year history and are one of the largest and most profitable of our kind in Colorado with our cutting edge business model.

We have 60 solid and long-standing employees who run the entire office and field operations.

The new owner need NO industry or technical experience, but should have a solid business mind.

Located in Denver

What We Do:

We are reconstruction and restoration specialists. Our expertise includes commercial, industrial, mountain properties, multi-family and single family projects, along with residential remodel jobs. We do it all: General Contracting, Project Management, Intrusive and Destructive Testing, Building Envelope Systems, Full Concrete Reconstruction, Structural Repairs, Foundations, Windows and Doors, Roofing, Water Intrusion, Major or Total Loss Consulting and Estimating, Infrastructure Problems, Concrete Repair and Restoration, Building Materials Failure, Stucco and EIFS, Sealants, Waterproofing, Coatings, Membranes and Caulking, Mold Remediation, Leak Detection and Repair, Gutter and Drainage Systems, Flashing Systems and Weather Stripping, Masonry, Sandblasting and Welding, Electrical, Aggressive Schedules to Minimize Disruption, ADA Compliance and Code Upgrade, Value Engineering, Tenant Upgrades Safety Considerations During Renovations, Knowledge and Experience in Local Building Codes, Manufacturer's Specialized Products, Strict Adherence to Means and Methods of Application for Severe Weather, Support All Product Warranties, Decks, Patios, Balconies, Stairways and Walkways, and Stone Installation.

Founded in 1983; this Denver-based Commercial Exteriors Company is an S-corp. and cash flowed \$1MM in 2012 on \$5.1MM in sales. (We have financials for the past 6 years.) The buyer receive over \$2.3 in assets on the balance sheet including approximately \$1MM in Solid Receivables, and \$1.2MM in well-maintained and state-of-the art equipment for our specialized field. In terms of the 'collectability' of the receivables the buyer will get, it is worth stating that over the past 10 years we have collected **99.9%** and have written off just a few thousand dollars in bad debt. **In fact, the seller will Guarantee the AR that you will get at the closing!** This says it all. We collect everything, and that speaks volumes about our company and how we treat our customers and their commitment to pay us. We have very little debt on our balance sheet, but the buyer will pay every debt off at closing, so the buyer will step into a clean slate with an enormous level of working capital already on the books.

The work we do is highly technical and very unique to the ever-growing demands of the industry. BUT, we have 7 solid and long-standing employess who run the entire office and field operations. The barriers to entry are the highest there are to get into this market and we have a solid lock on this market with just a few real competitors. We have just 3-4 competitors in our market that bid against us, and there is plenty of work for all us to enjoy 40% plus gross profits. It is VERY difficult for a new competitor to enter our niche. Our customers expect the very best service from the most capable service companies and will pay a great premium for it. Very few companies have the quality equipment, the bonding capacity (\$5MM in our case), the skilled labor, and the reputation to take on some of these highly technical jobs.

Please email info@companybroker.com or call Paul at 303-382-1900 for a comprehensive sales packet with the past 5 years of financials and tax returns, and a detailed 40 minutes

video interview with the owner and a full site walk-through. We can immediately email the sales packet.

2013 Outlook: As of March 2013 we have over \$25MM in work to bid for. Over the past 10 years or so we typically get about 35% of the work we bid for. This means that we are likely to get 35% of \$25MM to start out this year. That is about \$9MM. Most-all of this work is bid at a 35%-45% gross profit. In 2012 we did about \$950K in cash flow on \$5.2MM in sales. **Therefore, we are likely to cash flow at least \$1.5MM on \$7MM-\$10MM in sales or more for 2013, given the great start we have for the new owner to take over.**

Demand for Our Niche Service: As you can a great portion of our gross sales is on large commercial and industrial exteriors. There are 2 main reasons we have enjoyed steady sales throughout our past and why 2013 is expected to explode going forward. 1) Our long-standing customers are some of the largest commercial real estate owners in the US. We work for some of the largest pension funds, Private equity groups and large bank and institutional investors in real estate. The point is that our customers, even during a major economic recession, are constantly buying and selling off large commercial, industrial and multi-family housing projects. When they buy or sell a large property, almost always the bank requires that the new landowner (who is borrowing the funds to buy the land) must set-aside funds to update or upgrade the exteriors even if it is not desired or has been recently done. For instance, if Wells Fargo is going to loan say \$100M on a 1,000 unit multi-family housing project, they will almost always insist that the borrowing entity borrow an extra \$5MM which will be set-aside in an escrow account earmarked for exteriors, etc. They insist in this since the lender/bank wants to be sure that "their" assets that they are liening is in great shape forma curb appeal standpoint, if they need to reposes it and resell it "before" they loan the money. Lenders and underwriters' require this provision more today than ever before. This plays directly into our company's hands since we may an opportunity to update and restore the same property perhaps 2-3 X's over 10 years as these properties change hands frequently. Finally, the most cost-efficient and cheapest way to protect the most valuable assets in the US, real estate, is to update and upgrade exteriors. Not plumbing, not electrical, not floors, not walls, but the exteriors form the outside elements that can quickly corrode the assets itself if it is not maintained, and the banks know this.

The second reason for our expected solid growth is simply that Colorado, more than any other state, has the WORST climate for building and real estate in general. In Colorado we have the greatest degree of temperature swings in any given day. It can be 70 at 4pm in March and 20 degrees say 3 hours later. This extreme change in a short period of time is tough on exteriors. Also, we are a full 'mile high' in the Front Range (Denver). That means that we have 1 mile less atmosphere than most other cities have for protection from ultra-violate radiation. This means that the sun is very tough on exteriors and can "age" a building far quicker than the same exteriors can in say Seattle or Chicago for instance. Property managers, banks, developers and large real estate investor/owners know this fact all to well since they have to update and protect their properties in Colorado more frequently than anywhere else in the US.

Equipment: The sale includes over 200 pieces of equipment that originally cost over \$2,000,000 and is in various ages of lifespan. The seller states, "you are as good as your equipment, and if you treat your equipment great, it will treat you great for many years to come". All vehicles and equipment are well-maintained by our in-house mechanic. The

quick sale value or bank lending value on the equipment today is estimated to be worth \$1,100,000 and we have all the equipment needed to complete over \$10,000,000/year. Please call or email for the lengthy list of equipment and the values of each item.

Seller's Representations and Warrantees on the Sale: The seller will guarantee in the contract that the business has absolutely no legal battles, conflicts, or claims against it and that the business is in the finest standing in EVERY respect. In fact, this business has operated for 30 years without "one" legal battle, bond claim, or job dispute, that was not addressed and settled. We don't have one "scratch" on our perfect reputation and record of operation - nothing! We are invited to most-every bid because we are the best at what we do. We have over 60 employees, and they are the best in the industry, and it took years to groom the workers.

Facility of operation: The monthly rent is just \$3,500/mo. For the full 1.5 acres and over 2,000 SF of very functional A+ office space. \$3,500/mo is in fact **\$3,000/mo under market**. The buyer will step into this great monthly savings and the landlord is open to a 7-9 year lease at a similar rate. For 10 years now we have operated on a 1.5 acre facility centrally-located in Denver Metro and is right in the middle of several great markets that we can serve for many years to come. In our industry drive time and many hours getting to work sites can be a big part of costs and overhead. Our overhead is as low as it can be. Again, this is one of the reasons our net profits are so strong. You are 'as good as your people', as we have the best in the industry. We have 2 great estimators and operations managers who can run everything going forward for the new owner. In addition, we have 7 solid field foreman and 2 of the best supervisors in the industry who took years to groom to be able to run completely independent of the office staff. Our team of 60 employees are well-paid and love their jobs, so the new owner should have no concern for losing field or office staff in the company transfer.

Sales, Marketing and Business Development Efforts: Simply put, we have done no pro-active sales and marketing efforts at all over the past 30 years. Throughout our history the "work has just come to us". We have done no pro-active sales and marketing efforts at all. We have had just a '1' page website and a small line in the Yellow Pages. However, last May 2012, for the first time we took our first steps in the area of business development and it has paid off BIG. We hired a new sales rep to go out and visit old customers and new prospects. The seller strongly feels that her efforts will produce at least \$2-\$3MM in new work in 2013 alone. In fact, the seller is so committed to growing the business faster he is committed to hire a few new business development employees, since there is so much work out there to bid for today.

The new owner needs no specific industry experience as the company now runs itself with great management. However, if the new owner wants to truly grow the company at even a greater rate, then they probably should have strong sales, marketing experience, finance and people management experience, etc. This is a fast-paced business and decisions are being made all the time. The business model that the owner and key management has built is excellent. It took years to build what we now have and have everything in place to grow quickly from here.

The seller has a wealth of knowledge on how best to take the company to the next level of sales and profits and is 100% committed to stay on for 3-4 months on an as-needed basis to

ensure a smooth business transfer. But again, we have great management in place to assist the new owner in their quest to grow the business. As stated above, the seller is 100% committed to carry over 50% of the sale price in a note. In this transaction the seller is well-motivated to ensure a solid transfer of the employees and the wealth of industry knowledge he has to the new owner IF he is to get full sales price.

Who We Are:

Our breadth of experience is unmatched. We are reconstruction and restoration specialists. That includes commercial, industrial, mountain properties, multi-family and single family projects, along with residential remodel jobs. With every project, we've built a reputation as a full-service contractor—offering implementation, skill, and personnel resources with the cost and quality advantages of using in-house equipment and staff.

Based in Denver, Colorado, we are a problem-solving construction company specializing in structures, building envelopes, structural repair, and restoration. Our clients depend on us as their single-source reconstruction and restoration services provider. We work throughout Colorado to provide service to the Front Range and mountain areas.

We have built strong relationships with engineers, architects, attorneys, homeowner associations, and property managers of residential, commercial and government properties. Since our beginning, we've **completed more than 10,000 jobs** covering a wide variety of projects. Led by an experienced core of construction professionals, we have an exceptional team of dedicated employees to provide our clients with high-quality, cost-efficient solutions.

Initially launched as a stucco and building envelope specialist, we quickly broadened our scope of service in order to fill our customers' needs for the same superior work in all phases of construction and renovation. Our scope of work ranges from basic repairs to complex work with innovative solutions.

Reliability and Stability:

Doing business in Colorado since 1982, we are a stable company with proven financial backing for current and projected work. Longevity is an important point to consider when deciding which company to hire. All contractors are easy to find when they are soliciting your business. Choose to work with the company that will be around after the job is done. We are licensed and insured with bonding capability. Our scope of construction capabilities includes Reconstruction, Restoration, Renovation, Mountain Projects, and a Residential & Small Projects Division.

As a successful construction company, we seamlessly tie together critical elements of a project. We take great pride in the management of large multi-task projects, along with the ability to work small projects into the schedule without reducing their importance.

Unsurpassed Quality at a Fair Price

Our Estimate and Management Teams have extensive backgrounds in construction. With our experience, your job is completed with the highest standards. Our staff who are assigned to your project are full-time employees. During peak work months, we employ as many as 100 construction professionals on our crews. We "self-perform" work whenever possible. If it is in the client's best interest, we bring in companies who we have thoroughly vetted to ensure the work is done correctly and on time.

Our Staff:

Our core company staff has managed thousands of projects. Dedicated construction professionals who have experience in finish and construction work support our staff. We understand that staff education is a vital component of our strength. Through continuing education, our employees gain the latest knowledge to ensure a successful outcome to your project.

There are three areas of focus into each job to ensure project success: **Planning:** We design a comprehensive plan before anyone shows up on-site. This has a direct correlation to the success of any project. We review cost estimates, schedules, and on-site logistics with the team. We make sure client's priorities are addressed. Since weather and other unforeseen issues can occur, our logistics planning covers any potential problems. **On-site project management:** Our team takes the plan to the site and we get the job done. Our approach establishes priorities for each project. We strive to identify issues prior to beginning the project. If conflicts arise, we have processes in place to quickly resolve them to minimize consequences. A supervisor oversees each job—their years of experience and leadership skills ensure the project seamlessly moves forward. Each project is discussed on a regular basis with the project managers to ensure no surprises are waiting for the client. We believe a rapid resolution is key to minimizing any issues that may arise.

Subcontractor guidance (if applicable): In the event we feel it is in the best interest of the client to bring in a subcontractor, their tasks and management are integrated into the project management. Our project managers create and maintain communication, safety and quality expectations, and schedules. We take complete responsibility for our subcontractors.

Our Commitment:

We take pride in exceeding expectations. For the last 30 years, we've built a reputation of unsurpassed excellence throughout the Front Range and Colorado. As a result of our hard work and high standards we continue to cultivate long-standing client relationships, project after project. Our clients have my personal commitment for the upmost professionalism from our team.

Please email Paul@companybroker.com or call Paul at 303-382-1906 for a comprehensive sales packet with the past 6 years of CPA "Audited" financials and tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet.

A "New" Roofing Co. For Sale - Large Roofing and Exteriors, Inc. Denver, Colorado

Selling for Less Than "1 X's" Down Money!

Per tax returns, the past 5 Years Cash Flow is \$842,783. 2012 is \$672,111, (of which \$520,000 in Net Income on Tax Return)

Sales Price - Just \$600,000 Down, plus another \$700K-\$800K over 5 years.

Sale Includes approx. \$580,000 in "Solid" Accounts Receivable, Cash, etc.
That is \$580K in Assets for Just \$600K Down.

The Business is completely Debt free other than accounts payable.

In 3 of our last 5 years we had cash flow of \$1,444,592, \$1,210,094, and \$773,084 on sales of \$8,408,146, \$4,850,581, and \$2,663,105 respectively.

For Sale: Roofing Company, Greatest Profits in Colorado!



This is a very "special" roofing company that for the past 5 years has enjoyed gross profits and new cash flows that are 2-3 X's industry average because of our unique business model...

In 3 of our last 5 years we had cash flow of \$1,444,592, \$1,210,094, and \$773,084 on sales of \$8,408,146, \$4,850,581, and \$2,663,105 respectively.

In fact, during the past 4 years when the economy has fallen off sharply we had our BEST years ever. This says everything about our sustainability if the economy starts to fall again to 2008 and 2009 levels when we hit these numbers consistently. See below as to WHY we make the best margins.

Please email info@companybroker.com or call Paul at 303-382-1906 for a comprehensive sales packet with the past 5 tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet today..

We are ALWAYS very profitable in good times and bad times. We are recession proof! Throughout the past 3 year recession we have held up SOLIDLY! We consistently hit a 35%-40% Gross Profit margin which is incredible with our low overhead. The average GP in the industry is approximately 15%. In fact, in 2012 when other companies suffered a reduction in margins, we had a 40% gross profit and a net income of 20%, The net income is in addition to officer salaries, benefit, medical, perks, car allowance, etc. Total cash flow in 2012 was 25% of sales. Other roofing companies cash flow just 5%-8% cash flow, or 10% tops.

The company is an S Corp. Again, the seller is very flexible on deal structure. He just wants to create a win-win with the new owner! As stated, the seller is fully committed to sell of the business and will agree to full Reps and Warrantees to a solid legal and business standing, no "ghosts in the closet". After many years in the roofing business the seller seeks to do something else.

Please email info@companybroker.com or call Paul at 303-382-1906 for a comprehensive sales packet with the past 5 tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet today..

So how can we get away with these substantially higher profits year-after-year in a relatively competitive industry? The seller has created an ingenious business model and approach that NO OTHER Colorado roofing company has been able to capitalize on, or even identify for that matter.

The Roofing Process: The roofing process normally involves a homeowner with a damaged roof, and insurance claims adjustor to settle the claim and a roofing contractor. Normally, the homeowner contacts the insurance company to have them send out a claims adjustor. Typically the offer to settle the claim is low, and doesn't properly cover all repairs or fix the roof to professional standards primarily because the homeowner doesn't get on the roof to inspect the roof and fully understand what it takes to completely fix "everything". Once the homeowner gets the settlement check, the homeowner calls a roofing contractor and they must take the amount that was settled for. In the end the homeowner gets a subpar roof that may have problems for many years to come because she/he didn't know how to negotiate with the insurance company because they didn't know their rights and the process in general. In addition the roofing contractor didn't make much money, even for an inadequate job, because they had to take a "low-ball" settlement check. Here everyone losses expect the insurance company who for years collected premiums from the homeowner.

Our Process; Special model, Trade Secrets, Proprietary Approach: We are EXPERTS in understanding the 3 way relationship between the homeowner and the insurance company insuring that our profit margins are the highest in the industry. Obviously we will not provide details here, but suffice it to say we have found a void or hole in the system that we have been able to benefit and profit from enormously, as seen above in our financial figures. In short, we have found a way to legally get the homeowner a substantially better roof with a more comprehensive fix than what was settled for by the insurance company and would have been completed by the other roofing contractor. In our case, instead of the inexperienced homeowner, or uneducated roofer negotiating directly with the insurance company, we take over that job and serve as an aggressive advocate for the homeowner. Over the years we have developed many tools in our "special" presentation to the insurance company on why they must pay our prices. Which in almost all cases are substantially above industry standard, per the margins stated above. We are basically writing our own check from the insurance company to our company to complete the roof repairs. In 90%-95% of all claims that we submit to the insurance adjustor on behalf of the homeowner, we get virtually every dime we seek, and as stated, we submit substantially higher bids/estimates that any other company for a given job. In fact, a new law pasted in Colorado earlier in 2012 that we have analyzed.



Through this law and the protections it affords to homeowners with damaged roofs, we are confident that we can make a case for even greater profits (claims submitted by us) going forward. In fact, we are already seeing even greater profits in our newest claims submitted that for the last 2 quarters.

Deal Structure: The Sale price in \$600,000 down at closing, Seller seeks another \$700-\$800K over time from company cash flow. The seller is very bullish on the long term prospects of the business and is fully committed to carry 50% of the gross sales price. This says everything... In fact, the seller will accept as little as \$8,000/mo. for the first 1-2 years of a 5 year Note. This will leave at least \$450,000/year of free cash flow to the new owner, assuming no growth in the company. The seller is also very open to a reasonable "earn out" on a portion of the promissory note. The business will transfer debt free except for the trade payables, which the buyer will assume.

The seller will "guarantee" 97% of the \$550,000-plus in accounts receivables and cash in the closing.

Previous Sales and Marketing Efforts: the seller works just 20 hours a week for the past 2-3 years, and is no longer interested in growing the company. He is 100% confident that a new owner who works more full-time can easily double the company from current levels. We have very little aggressive sales and marketing efforts. Much of the work just comes to us through call-ins from our long-standing customer list of general contractors, etc. Since 2007 we have completed over 1,500 new roofs, gutters and home exteriors. Today we enjoy an incredible steady stream of call-ins and referrals from our excellent reputation for fair dealings and great work. Today we have just 5 part time members of our sales team, and a very low advertising budget. 3-5 years ago we had 20-25 in-house sales reps bringing in new work all the time. Today we have just 5 part time sales reps. If a new owner wanted to get back to \$9MM/year or grow it to say \$10MM-\$15MM/year, they would simply hire more commission-based sales reps like we had in the past. Our business is all a "numbers game". The more sales reps, the more sales - period, that is it. Other roofing companies know this, but they simply do NOT generate near the great margins that we enjoy. Lastly, we have a strong website and solid internet presence in throughout Colorado.

Accreditations and Accolades: We have an Accredited BBB "A" Rating. Not "1" complaint in 5 Years! BBB GOLD STAR AWARD WINNER 2010, 2011, 2012. We are a Platinum Preferred Contractor with Owens Corning! (VERY EXCLUSIVE! ONLY 1% OF CONTRACTORS NATIONWIDE have this). We are a member of the exclusive "Team Dave Logan" (1 out of 19 roofing company's. "Team Dave Logan" will not accept any more roofing contractors). We also have a stellar worker's safety history with zero claims in the past 5 years!! We have the lowest insurance and workman's' comp rates available due to our "perfect" safety record. This is everything to keep your insurance costs and premiums down.

We have the strongest vendor and supplier relationships and this has taken years to develop. We get the finest service from them in every respect. We enjoy the lowest costs, best service and highest quality products from our diversified group of roofing material suppliers. This is key to the new owner to ensure maximum future cash flow for many years to come.

We are proud to be your one-stop-shop for a wide range of products, including roofing, siding, windows, painting, and seamless rain gutters. We specialize in all phases of commercial and residential roofing. We can cover a 50 mile radius of our city. We install; composition shingles, Cedar Shakes, Concrete tile roofing, stone coated steel, Standing Seam Metal, and other metal roofing products. We can replace and install any materials. We are the, "can do it people".

Our Commercial Division installs all exterior materials for schools, industrial buildings, apartment buildings and multi-family housing, shopping centers, office buildings, etc.

We are experts in ventilation, which our customers find value in. This prevents pre-mature aging, rotting, warping, cracking, and condensation. We are NOT a low cost solution. We are a high quality, high service and high margin company.

In the 9 busy months of the year we have 5-10 roofing crews. These crews have worked for us for years and are the best in their respective trades. They are 100% loyal to us.

The new owner will step into very strong reoccurring cash flow from solid and long-standing relationships with our sub-contractors and insurance companies that send steady work to us every year.

We are centrally located near 3 major highways for great access to the entire Metro area. We have very low overhead and an excellent business model for growth.

The seller is fully committed to stay on for however long it takes to ensure a smooth and orderly transfer of customer, employee and supplier relationships. Because the seller is carrying 50% of the sales price, he is 100% committed to transfer all industry roofing knowledge and especially his unique model to maximize the bids and estimates obtained by the insurance companies. In short, he is committed to help the new owner take the business to the next level. The seller strongly feels that everything in place to get the business to gross \$10MM-\$13MM in sales and cash flow over \$2.5MM in just 2-3 years. All we now need is more sales people to get out there and aggressively bid more work. In summary, the seller has a tremendous commitment and financial interest to ensure a solid transition.

Cash Flow \$2.9MM on \$13MM in Sales 2012!

For Sale:

40 Year Old Niche [Water and Wastewater Service](#) Company

2012 Cash Flow \$2,900,000 on \$13,000,000 in Sales!

Sales Price - \$3,500,000 Down, plus another \$3,000,000 over 5 years, Seller is open to some Earn-Out.

Sale Includes over \$1,700,000 in "Solid" Accounts Receivable and \$3,000,000 in over 200 pieces of Equipment - Completely Debt Free!

That is almost \$5,000,000 in Assets for Just \$3,500,000 Down.
Located in: North Denver



Founded in 1973; this North Denver-based Water and Wastewater Service Company is an S-corp. and cash flows \$2.9MM in 2012 (est.) on \$13MM in sales. (We have CPA "Audited" financials for the past 6 years.) The buyer will put down \$3.5MM at closing and will get approximately \$4,700,000 in assets on the balance sheet including \$1.7MM in Solid Receivables, and \$3MM in well-maintained and state-of-the art equipment for our specialized field. In terms of the 'collectability' of the receivables the buyer will get, it is worth stating that over the past 10 years we have collected **\$92,5000,000** and have written off just "\$2,000" in bad debt. **That is a 99.9999% collection rate.** We collect everything, and that speaks volumes about our company and how we treat our customers and their commitment to pay us. In fact, the seller will "guarantee the AR for the buyer. This says it all. We have NO debt on our balance sheet so the buyer will step into a clean slate with an enormous level of working capital already on the books.

The work we do is highly technical and very unique to the ever-growing demands of the water and waste water industry. The barriers to entry are the highest there are. We have just 3-4 competitors in our market that big against us, and there is plenty of work for all us to enjoy 10%-15% gross profits. It is VERY difficult for a new competitor to enter our niche. Our customers expect the very best service from the most capable service companies and will pay a great premium for it. Very few companies have the quality equipment, the bonding capacity (\$25MM in our case), the skilled labor, and the reputation to take on some of these highly technical jobs. In fact, we are completing an \$7.3MM job this month. Our customers would not consider allowing a company take on projects like this with a company that they have not dealt with for many years and build the trust that we have built. In fact, because we are regarded as the experts in our field we are often asked what needs to be done on a given project, or consulted on how best to do it. Our customers often do not even know the scope of work. We have the expertise in all areas of our service work, we are often asked to help design the project, so of course we are most likely to get the job...

Please email info@companybroker.com or call Paul at 303-382-1906 for a comprehensive sales packet with the past 6 years of CPA "Audited" financials and tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet.

2013 Outlook: In terms of our 2013 outlook for performance, we already are going into the year with over a great deal of new work already contracted for the new buyer. This is up sharply from this time last year. 2013 could easily be a \$14MM/year with cash flow over \$3MM.. But to achieve this level of growth the new owner will need to hire a few more people and process more bids. We have all the work the new owner wants, however, the current owner has recently elected to pass-up a great amount of the work that we are asked to bid. The current owner is age 68 and has pulled back in recent years and seeks to spend

more time on his ranch in another state. The owner states, "that we have \$15MM, \$20MM or \$25MM of additional work we can take on or at least bid for next year." "But I just don't want to grow the business any bigger", he states. It's whatever the new owner wants. Recently, we have been getting over 40% of the work that we bid for. Normally this ratio or percentage is 20%-30%, which is well above the conversion rate that our competitors enjoy.

It's easy to get 40% of your bids if you charge low rates or come in low in the bid hat. "But not us - we earn greater profits/margins than anyone we know in our industry", the owner states. We hear from our bonding agent and bankers all the time (who know the construction industry), that we are the MOST profitable company year-after-year in the industry. To double the gross and triple the cash flow over the next few years, the new owner would simply need take on more of the bids we are asked to pursue by our long-standing customers; that how to double or triple the company. You WILL, however, need more equipment and more office and field staff, but the work is there.

Equipment: The sale includes over 200 pieces of equipment that originally cost over \$6,000,000 and is in various ages of lifespan. "You are as good as your equipment", and if you treat your equipment great, it will treat you great for many years to come", the seller states. All equipment is well-maintained by our in-house mechanics. The quick sale value or bank lending value on the equipment today is estimated to be worth \$2,800,000 and we have all the equipment needed to complete over \$15,000,000/year. We have over 200 pictures of the equipment and a detailed valuation of all heavy equipment on the website I can send you.

Water is Everything out West: We are in the water service industry, and water is everything in Colorado, and the West in general. In fact, Colorado has more water resource problems and limitations than most other states.. We service many of Colorado's water districts including Denver Water Board. For the past 40 years we have completed between 20-30 projects per year for Colorado's city, count, state governments and water districts and water boards. The projects typically range from \$1MM - \$4MM, with some of the marquee jobs reaching \$7MM or more for us. The seller has gone on record to say that "no one in the state in our industry makes the money that we make; other than 2009 and 2010, we have consistently held a 15%-20% gross profit and a 10%-15% cash flow over the years".

Seller's Representations and Warrantees on the Sale: The seller will guarantee in contract that the business has absolutely no legal battles, conflicts, or claims against it and that the business is in the finest standing in EVERY respect. In fact, this business has operated for 40 years without "one" legal battle, bond claim, or job dispute, that was not addressed and settled. We don't have one "scratch" on our perfect reputation and record of operation - nothing! We are invited to most-every bid because we are the best at what we do. We have only 32 employees, but they are the best in the industry, and it took years to groom the workers.

Demand for Our Service Niche: Colorado like most-all western states went through a large growth spurt in the 1960s-1980s. During this time city, and state governments, water districts and water boards spent billions lining the state with a complex system or grid of water pipes, and water mains that provide transfer fresh water in, and wastewater and storm water out to be treated. Today there are literally tens and tens of thousands of miles of water pipes that transfer clean water in, or disposing and treating wastewater on the way out. Of course most people don't visually see the service work that we do. It's not like a road paving service where you actually "see" the work being done. But the service work that we do for Colorado happens all around us; or in

fact, under us... Today this 30-45 year old incredibly complex maze (grid) of aging and decaying water pipe system is falling apart below our feet. The materials and construction methods used 40 years ago are very obsolete today. In fact, the entire system is not only aged and breaking apart, it is also simply NOT able to handle the demand and capacity that water users need today. The Colorado population has more than doubled since this system was installed; also the amount of water usage per person has risen sharply during this 40 year period.

All this means that over the next 5-10 years Colorado, and more relevant to us is that our top customers, have the enormous task of upgrading the entire system and installing new piping and water products and materials that will service Colorado's Front Range fast growing population projections for many years to come. Our top 5 customers alone already have received budgets and bond issues for between \$3BB - \$6BB to be spent on this system and our services over the next 5-7 years. We are in the greatest industry at the greatest time possible. For many years to come the new owner can easily double the business and triple the current cash flow within just 3-4 years due to the incredible demand for our services. In short, providing water is critical, the demand has never greater, the entire system transferring water is inadequate and obsolete, our customers are flush with water budgets to upgrade the entire system, and finally, we are the best and most profitable company to meet the demand and prosper. THIS is why the seller is comfortable carrying over 50% of the total sales price and is even open to an earn-out on a portion of the sales price.

Facility of operation: For 28 years now we have operated on a 5 acre facility centrally-located in Denver Metro and is right in the middle of two great markets that we can serve for many years to come. In our industry drive time and many hours getting to sites can be a big part of costs and overhead. Our overhead is as low as it can be. Again, this is one of the reasons our net profits are so strong. You are 'as good as your people', as we have the best in the industry. We have 2 great bid and operations managers who can run everything going forward for the new owner. In addition, we have 5 solid field supervision who took years to groom to be able to run almost completely independent of the owner. We have great employee benefits and profit sharing for all workers. Our team of 32 employees are well-paid and love their jobs, so the new owner should have no concern for losing field or office staff in the company transfer.

Sales, Marketing and Business Development Efforts: Simply put, we have done NOTHING in the area of sales and marketing of our business over the past 10-20 years. We have just a '1' page website. We have steadily completed about \$9MM-10MM of work per year for over 2 decades, with no pro-active sales and business development efforts. "The work just comes to us", the seller insists. We have not made one outbound call or any efforts to build the brand of the company to seek out work. The phone rings and the emails come in asking us to bid work all over the region. We cherry-pick the work we like with the greatest margins in our market radius and we leave the rest for other to take on. A new owner who wants to 'widen the spigot' can easily just accept more work in an effort to grow the company.

The new owner needs no specific industry experience as the company now runs itself with great management. However, if the new owner wants to truly grow the company at even a greater rate, then they probably should have strong sales, marketing experience, finance and people management experience, etc. This is a fast-paced business and decisions are being made all the time. The business model that the owner and key management has built is excellent. It took years to build what we now have and have everything in place to grow quickly from here.

The seller has a wealth of knowledge on how best to take the company to the next level of sales and profits and is 100% committed to stay on for 4-6 months on an as-needed basis to ensure a smooth business transfer. But again, we have great management in place to assist the new owner in their quest to grow the business. As stated above, the seller is 100% committed to carry 50% of the sale price in a note and partial earn-out. In this transaction the seller is well-motivated to ensure a solid transfer of the employees and the wealth of industry knowledge he has to the new owner IF he is to get full sales price.

Please email Paul@companybroker.com or call Paul at 303-382-1906 for a comprehensive sales packet with the past 6 years of CPA "Audited" financials and tax returns, and a detailed 30 minutes video interview with the owner and a full site walk-through. We can immediately email the sales packet.

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