

**FULL-SERVICE COMMERCIAL GLASS & GLAZING  
CONTRACTOR IN HOUSTON****Listing ID #: 8100****Listing Agent: Rose Stabler****General Information**

Year Established: 1974  
Year Acquired: 1974

General Location: Houston Metro Area  
Employees: FT: 3 PT: 1 Contract: 3 Owners: 2  
Operating Hours: 5 days, M - F 8am - 5pm  
(Weekends as needed)

Reason for Sale: Retirement

**Facilities**

Type: Business Park  
Size: 3000SF, 2 Bays, Single Story w/office & tool room  
Rent/Mo: \$1,239  
Lease Expires: 4/30/2019  
Renewal Option:

Security Dep: \$1,200  
CAM \$175 Taxes \$5 Ins. \$16

**Business Summary:** This Greater Houston Metro Area full-service commercial glass and glazing contractor has strong customer relationships and has been operating for 40 years specializing in commercial storefront fabrication and installation, custom shower doors & mirrors. Backlog of work is typically two months out. Source of new business is 85% word-of-mouth, 10% advertising, 5% from their website. One of the owners does the estimating, ordering, and scheduling, the other handles the invoicing, phones, payables, submitting proposals, and dispatch. Both owners are amenable to staying after the acquisition until new talent is hired. An estimator/coordinator and an office manager could replace the owners. The company has not taken advantage of online management programs to speed up the estimating & bidding process. The owners, a husband/wife team, feel like they are hindering the company's potential. There is unlimited growth opportunities, but along with that comes more commitment than they are not willing to give at this time in their lives. They are ready to retire and enjoy all that they've been blessed with.

**Assets Included** All assets of the business except exclusions. See list of equipment in file.

**Assets Excluded** Cash, Accounts Receivable, Deposits and Personal Items.

**Assets Leased** None

**Growth Potential** 1. Add Curtain Wall glazing system. 2. Initiate outside sales. 3. Submit Quotes on the overwhelming amount of requests that come in through Blue Book. 4. Build Better Website 5. Increase number of crews. 6. Utilize Technology: Online management operations can boost field service efficiency in scheduling & routing, GPS crew tracking & timesheets, handle quotes, manage customer data, manage billing, & more.

**Financial Summary**

Business Price:	\$475,000	Gross Revenue:	\$471,729 (Actual)
Real Estate Price:	\$0	Discretionary Earnings:	\$116,759 (Actual)
Net Liquid Assets:	\$0	FF&E:	\$15,525
<b>Total Investment:</b>	<b>\$475,000</b>	Inventory at Cost:	\$5,203
Down Payment:	\$475,000	Auto & Truck:	\$33,400

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