

KITCHEN AND HOOD CLEANING SERVICES

Established Southern Idaho Territory

THE COMPANY

This established, profitable company services 350+ locations (over 200 great customers) with hood, ductwork, fan and kitchen cleaning services. Recently, there has been consolidation in the local market eliminating approximately 30% of the competition, providing even more opportunities in this fragmented industry. As most fire departments require these services every six months at least (most locations opt for more frequent cleaning), this becomes a recurring requirement for the over 5,000 hoods in the Treasure Valley alone. Due to the excellent customer service this company has established, a recurring revenue stream is in place with excellent growth opportunities. The owner estimates that, with focus, this company could grow to \$1.5M in the next three to five years with excellent margin opportunities. The company is a franchise, owning the territory from Hermiston Oregon to Idaho Falls and north to McCall, Grangeville and Sun Valley. The franchise would transfer to a qualified buyer with a \$10K transfer fee paid by buyer. Seller will entertain a seller carry at below market interest rates.

THE LOCATION

The company currently operates out of a 24-hour leased storage unit with two mobile vehicles and a pressure washing trailer. All equipment needed for the current level of revenue would be included with the sale and the storage unit lease could be assumed, or not.

THE STRENGTHS

This company has many differentiators that continue to scale revenue. Customer service, doing what you say, detailed cleanings, before and after pictures sent with each service, polishing the inside and outside after cleaning including mopping the kitchen, wiping down all kitchen services, cleaning sinks and cleaning the mop basin are all differentiated services that continue to win new business. Further, all cleanings are reported directly to the fire department under national fire code NFPA #96 requirements, saving time for the busy owners of hoods and kitchens. This company is the only ISO 9001:2015 certified company in the industry. The franchise has no royalty fee but requires purchase of differentiated chemicals that are far and above the effectiveness of the competition.

THE REASON FOR SELLING

The owner has grown this business to good profitability through startup and has recently accepted a career change. The business is ready to take a significant step forward in revenue and profit.

THE IDEAL BUYER

The ideal buyer is an organized scheduler, delegator, and long-term strategist. If an owner is willing to jump into a profitable growth engine with vision, this is a great fit to build wealth. Seller will entertain a seller carry at below market interest rates.

THE POSSIBILITIES

Customers are waiting and searching for this type of company as a requirement for their sustainability and compliance. The opportunities in other markets outside of the Treasure Valley exist in Eastern Oregon and Eastern Idaho. Territory is protected and Salt Lake is also open for the taking. Organizing into three crews and 18 people would be the next step.

ASKING PRICE

~~\$275,000~~

Price Reduced to

~~\$245,000~~

Price Further Reduced to

\$195,000

TERMS:

Cash

**Seller Will Entertain a Seller Carry
at Below Market Interest Rates**

ASSET PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$75,000
Inventory	4,000
Intangible Value	<u>116,000</u>
Total Assets	\$195,000

All values provided by Seller

INCOME STATEMENT SUMMARY

	2023 thru 9/10	2022	2021	2020
Gross Sales	150,860	326,853	251,353	90,805
EBITDA	71,757	76,772	90,336	(19,688)

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

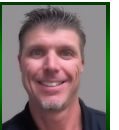
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File 5179 / Rev20231114



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