

Reference 2017

## Acquisition Opportunity

# JANITORIAL SERVICES CONTRACTOR

**Business Description:** The Company specializes in janitorial services and building maintenance for commercial buildings with over 100,000 sq. ft. The Company maintains branches in 19 cities throughout the eastern half of the U.S. and is rapidly expanding. The Company has 65 direct non-union workers and 1,100 subcontracted workers. The Company currently cleans over 15 million square feet of space and is a recognized leader in its industry.

**Industry:** The U.S. janitorial services industry has experienced steady growth due to a long-term structural shift toward outsourcing interior maintenance. The Company has positioned itself to benefit from these industry fundamentals.

**Distribution:** The Company's customers are large commercial real estate companies, corporations or banks that own multiple buildings.

**Operational Strengths:**

- Dedication to customer service
- Extensive professional training
- Focus on low employee turnover
- Strong management

**The Transaction:** The Company is an "S" Corp. The active management team will remain.

**Financial Information:** The Company implemented a comprehensive marketing program in mid 2006. The EBITDA for that year was reduced because the Company made significant investment in new personnel and offices. The company is now positioned to reap the rewards of this investment with substantial increases in revenue without increases in fixed costs. Due to rapid expansion, the Company is forecasting revenue in 2007 of \$17MM and earnings before interest and taxes of \$2MM.

The Company has reviewed financial statements and excellent business systems in place.

### Financial Summary ("000")

	2007e	2006	2005	2004	2003
Revenue	17,000	9,585	8,348	8,207	8,286
Adjusted EBIT	2,000	638	1,023	691	769

<i>Other Highlights</i>			
Location	Audited Financials	Management Team in Place	Years in Business
Southeast	No	Yes	9

