



BUSINESS OFFERING SUMMARY

Commercial Cleaning / Janitorial Business Northern Ohio

John Naayers, President

Business Description

Northern Ohio Commercial Cleaning / Janitorial Business that has been in business for more than 40 years. It services over 200 facilities per day ranging from 1,200 sq. ft. to 500,000 sq. ft. for in excess of 150 customers. The facilities consist of office space, manufacturing facilities, medical facilities, municipalities, dealerships, and other commercial and industrial space. Their largest customer accounts for only approximately 6% of annual revenues.

Financial Performance

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>
Annual Revenues:	3.7M	3.8M	3.9M	Projected to exceed \$4M
Adjusted EBITDA:	421k	468k	502k	Projected to exceed 525k

Why a Great Opportunity – Major Attributes

- Well established long term diversified customer base with a great reputation
- Turn Key unique systems and programs in place along with management and sales team
- Strategically located office amongst customer base
- All necessary equipment well maintained

Staff: Around 200 full and part-time employees

Reason For Selling: Retirement

Asking Prices:

Business: \$2.3M + Inventory (Anticipated to be less than \$50k)
 Real Estate: \$325,000 or long term negotiated Lease

If you have an interest in further exploring this opportunity, please contact me by phone or email. The signing of a Confidentiality Agreement will be required before the identity or Selling Memorandum will be released.