

Below are some examples of businesses we have marketed

\$500K to \$10MM Annual Sales:

- **Diesel Engine Service:**

\$850K annual revenues; sold for \$600K; \$510 cash at closing, \$90K seller note; seller worked for buyer 1 year, then started new business

- **Printing Business:**

\$1.3MM annual revenues; sold for \$700K (\$300K cash at closing + \$400K seller note), plus 3-yr employment contract (\$224K) plus earn out provision (\$635K)

- **Pipeline Services:**

\$2.6MM annual revenues; sold for \$2.4MM; \$1.75MM cash at closing, \$650K seller note plus continued employment of seller by buyer for at least 1 year, then seller retire

- **Residential Construction:** \$4.5MM annual revenues; sold for

\$350K; \$100K cash at closing, \$250K seller note; plus one-year employment contract plus commissions for seller

- **Machine Shop:**

\$2.4MM annual revenues; sold for \$1.8MM; \$1.4MM cash at closing, \$400K seller note; seller retired

- **Vessel Fabrication:**

\$2.9MM annual revenues; sold for 1.2MM; \$400K cash at closing, \$800K seller note; seller retired

- **Electric Supply:**

\$2.3MM annual revenues; sold for \$1.2MM; \$400K cash at closing, \$800K seller note; plus one-year seller consulting contract

- **Ready Mix Concrete:**

\$6MM annual revenues; sold for \$2.6MM; \$1MM cash at closing, \$1.6MM seller note; seller started an unrelated business

\$10MM to \$100MM Annual Sales:

- **Engineering & Consulting:**

\$18MM annual revenues; sold for \$11MM; \$6MM cash at closing, \$5MM seller note contingent on seller remaining with buyer for 3 years plus employment contract

- **Construction Management:**

\$45MM annual revenues; sold for \$25MM; \$15MM cash at closing, \$10MM earn-out over 3 years; plus employment contract

- **Auto Metal Stamping:**

\$22MM annual sales; sold for \$20MM; cashed out seller with contingencies tied to 3-year performance; seller retired

- **Industrial Mfg-Cranes:**

\$24MM annual sales; sold for \$24MM; \$18MM cash at closing, \$6MM seller note paid contingent on 2-year performance; plus seller consulting agreement

- **Restaurant Chain:**

\$78MM annual sales; \$42MM offer to cash out seller; seller sign non-compete agreement, focus on other businesses

- **Food Extracts Manufacturing:**

\$24MM annual sales; sold for \$22MM; \$12MM cash at closing; \$10MM in combined owner note, earn-out and employment contract

- **Construction Industry Roll-up:**

\$300MM annual sales; search was conducted for consolidation buyer with requirement to purchase companies having combined sales of at least \$100MM