













Business Overview

RE: Midwest Rigging Contractor – Installment, Removal & Relocation

Specifications

 Price \$2,600,000	 Revenue \$1,604,946	 Cash Flow \$460,477
 Profit Margin 28.6%	 Equipment \$980,000	 Intangible Assets Presence Previously Established in 5 States: NE, IA, SD, KS, and MO.
 Location Eastern Nebraska	 Down Payment 10%	 Multiplier 5.65
 Service Area Daily jobs are typically completed within 150 miles of location, jobs have extended to Texas, New York, and California as well as into Canada.	 Reason for Sale Planned transition to other business interests	 Employees 1 Office Manager; 2 Crews of 3 to 4 Workers, Crews include 1 Working Superintendent and 2 to 3 Workers. All staff are OSHA 10 Certified and take part in proactive safety training programs.



SUMMARY OF THE BUSINESS –

A heavy lifting company serving manufacturing, utility, and machinery industries. This rigging business provides the lifting power necessary to move manufacturing equipment, turbines, printing presses, and much more! With 7 different lifts, this company is able to take on a wide range of jobs. These projects originate in Nebraska and Iowa, but with the many connections with long-haul trucking companies and expert technicians, this business can help their customers move anywhere in the country.

Each project is assigned to one of two rigging crews. The crews consist of a working superintendent and 2-3 workers. Over 95% of the work is completed indoors, requiring special safety precautions. These crews are OSHA 10 certified to ensure the safety of all involved. They can put new equipment in place or load equipment for transport. When necessary, the business owners use the businesses well-established contacts to provide transportation and other technical services to their clients.

While only serving a limiting area and working on primarily smaller jobs worth \$5,000-\$8,000, this profit is impressive. Growth opportunities are abundant for this business and include expanding hauling operations and service area, as well as obtaining larger contracts, such as those related to medical equipment.

Business Highlights

- Year Established: 2005, At Current Location Since 2008
- Employees: 1 Office Manager; 2 Crews of 3 to 4 Workers, Crews include 1 Working Superintendent and 2 to 3 Workers. All staff are OSHA 10 Certified and take part in proactive safety training programs
- Hours: Monday – Friday: 8AM to 4:30PM
- Current Owner's Responsibilities: Business Administration, and Project Quoting (Only when needed)
- Due to high barriers to entry in start-up costs for equipment, there is minimal competition in this industry

Location & Services

Located in Eastern Nebraska the business is servicing daily jobs typically with-in 150 miles of location. Jobs have extended to Texas, New York, and California as well as into Canada.

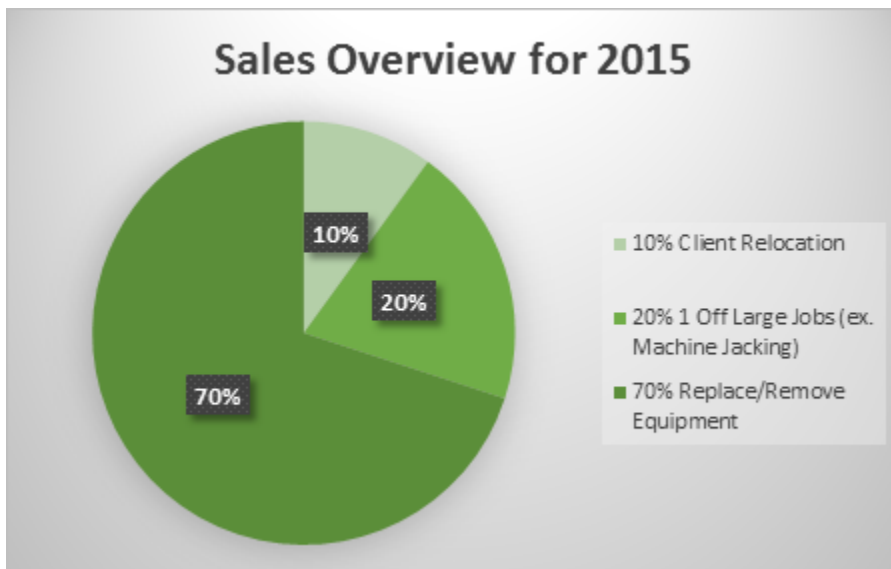
The business is currently serving markets in Manufacturing, Utilities and Energy, Printing Services, and Machine Tools.

Financial Highlights

- List Price: \$2,600,000

- 2016 Gross Sales of \$1,604,946
 - See chart below for a categorized sales overview for 2015
- 2016 Cash Flow of \$460,477
- 2016 Profit Margin of 38%
- \$980,000 worth of assets included in the purchase
 - Equipment: \$980,000
 - 5 Ford Trucks - \$110,000
 - 4 Tractors - \$180,000
 - 6 Trailers - \$128,000
 - 7 Lifts - \$562,000

**amounts may vary*



Most projects completed by this business are only \$5,000 to \$8,000 in value. This means that this business has many clients and are not dependent on large contracts. While smaller business is important, this business currently has 2 bids out for jobs worth over \$200,000 each. This shows that the business is able to take on jobs both big and small.

This business wins 65% of all bids placed. Having No Bid Required is to say that clients choose this business without asking for a bid price.

Cash Flow Analysis

Description of Financial Statement	P&L Statement January - December	Tax Return	Tax Return	Tax Return	Notes
	2016	2015	2014	2013	
GROSS SALES	\$1,604,946	\$2,189,245	\$2,418,043	\$2,211,338	
Net Income Shown on Financial Statement	\$193,462	\$395,753	\$487,140	\$372,081	
<u>ADDBACKS</u>					
Compensation to Owner	\$80,000	\$312,000	\$242,000	\$208,000	Total owner compensations
Other unrelated Salaries	\$2,363	\$2,734	\$2,735	\$2,735	Wife - non-onward going expense
11% Tax on total W2 Salaries	\$9,060	\$34,621	\$26,921	\$23,181	
Depreciation	\$168,035	\$118,043	\$121,501	\$110,738	Non-cash item
Interest	\$69,193	\$68,648	\$74,993	\$133,748	Non-onward going expense
Amortization	\$160	\$160	\$160	\$160	Non-cash item
Health Insurance	\$37,575	\$25,630	\$25,064	\$23,258	1/2 for owner's personal
Sublet Income	\$7,800	\$7,800	\$7,800	\$7,800	Sublet income of \$650/month
Long Term	\$2,829	\$0	\$0	\$0	
Contributions/Donations	\$-110,000	\$-110,000	\$-110,000	\$-110,000	1 owner remaining as consultant
TOTAL ADDBACKS	\$267,015	\$459,636	\$391,174	\$399,620	
Seller's Cash Flow = Total Addbacks + Net Income	\$460,477	\$855,389	\$878,314	\$771,701	
Profit Margin	28.69 %	39.07 %	36.32 %	34.90 %	

Reasons for decrease in 2016 from 2015:

- Though October & November 2016 were down months, December of 2016 was actually back on track with all other months. As a caveat to the 4th quarter of 2016 and the election impact (which was felt throughout our industry from speaking with other riggers/crane companies) it started to slow down in October and in November we experienced our worst month since our first 3 months of launching Prime. It bounced back to normal levels in December and the phone activity/inquiries have continued to be steady since then as well which gives us a very positive outlook for 2017.
- Part of this is the ebb and flow of business
- Manufacturing was down which is a significant portion of our business, particularly in the Ag sector.
- As a result of #2 there were not as many what we consider to be large project (\$100K range) as there have been in previous years

- Part of the issue with #2 was also the uncertainty that is always surrounding an election year, however, the extremely contentious nature of this particular election and the impact that would have been realized if the previous administrations attitude toward business in general would have been maintained, I believe caused the last quarter of 2016 especially to be quiet from a project standpoint.
- With the current administrations pro-business stance we've seen a significant upswing in calls for our services and these include a number of the large type projects mentioned in #3.
- We also provide quotes on projects that get delayed from one year to the next due to budgets etc. (See Control Services project above. This was previously quoted directly to the manufacturing facility in 2015).

To receive a full financial package and specific information regarding this business:

1. Complete the Qualified Buyer Documents (Non-Disclosure Agreement and Buyer Questionnaire) [on our website](#) or print, scan and return the attachments to info@TheFirmB2B.com
2. Call The Firm Business Brokerage at 402.998.5288 to schedule an appointment or conference call with a Broker.

The Firm currently has over 90 cash flowing businesses available. If you find that this is not a fit for you, please let us know and we would be happy to provide you with other opportunities.

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Brokerage, LLC.