










Business Overview

RE: Special Event Rentals with focus in Backdrops and Staging

Pipe and drape rental for corporate and private events!

Specifications

 Price \$525,000	 Cash Flow \$199,163	 Revenue \$737,391
 Location Houston	 Inventory \$114,007	 Equipment \$125,000
 Service Area Texas	 Employees 30 crew members (1099 subcontractors with a good core of 6 regulars)	 Reason for Sale Retirement planning



SUMMARY OF THE BUSINESS –

The company does around 125 events per year – the income breakout is about 70% from pipe and drape rentals and because they own all of the inventory this has a very high margin, 30% of the business comes from planning and coordinating sub-contractors, such as floral, AV, DJ, or catering. Their target client is 40% Corporate Events, 35% comes from referrals from audio visual companies, 25% comes from nonprofit events or private events such as showers and quinceaneras. This company has been providing pipe and drape services to produce beautiful back drops for events within a 100-mile radius of Houston for over 20 years. The

venue type that this special event company flourishes in are at large banquet halls or convention centers, trade shows, Gala's and pageant stages. The purchase comes with 2 box trucks and a trailer used to haul all of the rental pieces, an abundant amount of inventory such as drapery, linens and table decor and there is almost \$60K in customer deposits that will transfer over for upcoming events. There is a core team of 6 that are well tenured, plus they have a pool of vetted, repeat contractors that they work with on a regular basis. The owner is selling as she is in her 60s and entering retirement, she is happy to stay on train and transition for one year. Additionally, she is willing to finance 10% to show her vested interest in the success of the business moving forward. The overhead is very low as there are only 4 storage units which is \$450/ month. Priced at \$525,000, with a diverse client base consisting of corporate entities, audiovisual companies, fundraisers, and private events, has built a solid reputation in the Houston area with a profit margin of 27%. A 10% down payment of \$52,500 returns \$123,573 in the first year after debt payments!

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.