



**BUSINESS ACQUISITIONS**LTD.

MAXIMIZING VALUE THROUGH KNOWLEDGE & EXPERIENCE



## BUSINESS ACQUISITIONS, LTD. NEWSLETTER

JANUARY 2021

### 8 Strategies to Successfully Sell Your Business

Planning to sell your company? You should know that doing so is rarely as simple as putting your company on the market and watching offers roll in. These strategies can increase your odds of success, no matter what your ultimate sales goals include:

1. Price your business correctly. As with any other product, price it too low and you'll leave money on the table. Set your sights too high and no one will be interested. The psychology of valuation is a fickle thing, and owners aren't typically the best at determining the true value of your business. So consider working with a professional valuation expert who can help you identify value drivers and areas for improvement, then determine the right sale price.
2. Spruce it up. The buyer wants to see that everything is in exceptional working order. Your facility itself should be attractive and updated. Spend some time updating your records, too, since they lend significant curb appeal. If your financials are a mess, it doesn't matter how good the external facade looks.
3. Know why you're leaving. Buyers will want to know the reason for your exit, since that may affect their assessment of the health of your business....

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### ASK A PROFESSIONAL

***What are (five) things business owners can do in the last six weeks of the year to help position their business for sale in the following year?***

Be prepared to have accurate monthly financials up to date on a regular basis as you move into 2021. These are potentially uncertain times so you and the buyer/banker need to know how you're doing early in 2021 in addition to 2020

- *Cindy Gomerdinger, CPA*

Create a business plan for future growth. Even if you don't implement it, it can entice a buyer by showing them all the opportunity that exists in your company.

- *Eric Hill, Mergers & Acquisition Specialist*

### Recently Completed Transactions

#### **Kitchen Supply & Installation Company:**

- Location: Englewood, Colorado
- Listing Price: \$3,200,000
- Sales Price: \$3,000,000
- Cash Flow: \$941,000
- Category: Supply and Distribution

#### **Commercial & Residential Roofing and Metal Fabrication Company**

- Location: Aurora Colorado
- Listing Price \$3,499,000
- Sales Price: \$4,000,000
- Cash Flow: \$1,104,000
- Category: Construction

# **BA BUSINESS ACQUISITIONS, LTD.**

*Maximizing Value Through Knowledge & Experience*

## **ACQUISITION OPPORTUNITIES**

**JANUARY 2021**

### **5471 - STATE-OF-THE-ART SHOOTING RANGE INCLUDING REAL ESTATE**

**\$6,995,000**



This profitable, well-established full-service public shooting range includes 110 acres of real estate and is located in a beautiful setting in the Rocky Mountain area. It accommodates both competitive and recreational shooters and much of their business comes from repeat and referral customers. This is a truly a rare opportunity for a qualified acquirer!

### **5507 - INDUSTRIAL & COMMERCIAL SURFACE CLEANING COMPANY**

**\$3,000,000**



This full-service sweeping company provides a diverse range of surface cleaning services to municipalities, commercial and industrial companies throughout the Denver Area. Their expertise includes city street sweeping, construction site cleanup, parking lot and parking garage sweeping and scrubbing and industrial complex surface cleaning.

### **5502 - HVAC & ELECTRICAL SERVICES COMPANY**

**\$2,250,000**



In business since 1998, this highly recognizable Company is one the premier HVAC businesses in the Denver metro area. The Company is a market leader in the area they serve and over their 22 years in business, they have won numerous awards. The owner is committed to making a smooth and effective transition to new ownership.

### **5511 - WELL ESTABLISHED SPECIALTY CONCRETE CONTRACTOR**

**PRICE TO BE SUGGESTED BY BUYER**



This innovative concrete contractor, drainage and water structure specialist has been providing exceptional services in Colorado for more than two decades and has built a reputation as an industry leader. Their outstanding reputation, fair business practices, skilled employees coupled with their longevity in the business set the stage for potential growth.

### **OTHER OPPORTUNITIES:**

**5472 - Specialty Exterior Finish Company**

**5480 - Precision CNC Machine**

**5499 - Mobile Auto Paint Touch Up Company**

**5487 - Glass Sales and Installation**

**5451 - Well-Established Drywall Company**

**5486 - Marble & Granite Fabrication & Installation**

**5440 - Electrical Contractor**

**5483 - Wood & Metal Design & Installation Company**

**5505 - Specialty Auto Parts Cleaning Company**

**5515 - Fiduciary & Daily Money Management Service**

**5514 - HVAC & Mechanical Systems Company**

**5510 - Specialty Civil Contractors**

**5508 - Caisson Drilling Company**

**5469 - Industrial & Commercial Electrical Contractor**

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