

## THE NUMBERS

Asking Price: \$2.9 Million

Sales: \$ 756,000 2019  
\$1,064,657 2018

Cash Flow: \$281,021 2019  
\$302,223 2018

Equipment & Inventory \$535,000 Included in asking price

Repeat Customers: 95%

Number of Patents: two (and counting)

Value is in the patents that are held by this company, also the business structure is set up to grow. If it is organic and can be printed on, then the Company holds the patent.

## EXECUTIVE SUMMARY

The Company was established in 2008 and is headquartered in Utah. They market and distribute custom messages and offer franchises to distributors. There is a large value in the patents that the Company holds. The main patent is for organic printing, anything you print on that is organic i.e food, roses etc, is covered under this patent. There are other patents also included in the offering. The owner is willing to stay and work or stay on as a partial owner with the right buyer. The owner would like to see the Company grow to its fullest potential.

What are you buying:

Patents, website, ability to increase franchisees, all current inventory and equipment, future technology that is in the works. You will want to meet with the owner about this great business that is going to be the next big growth market.

The Company dominates the competition. There are many floral shops in every city, but they are clients not competition. Target customers are business to business at this time, but with introduction of new APP the model could change to business to customer

There are 10-30 employees and 1 owner, which works full

**Owner is willing to stay and work for a smooth transition. Management will stay in place.**

## ABOUT BUSINESS SALES GROUP

M&A professionals specializing in bringing to market businesses with high growth potential .

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### **Rick Krebs, CPA – Principal**

Rick brings a unique blend of sales, entrepreneurial, and financial experience to Business Sales Group. He began his career as a CPA, working in Nevada and Utah where valuable financial experience was gained. He uses those skills every day. He graduated with a Master's of Science Degree and Bachelor's Degree from Utah State University. As a business owner he started Liberty Mortgage, a mortgage bank licensed in 23 states nationwide. He eventually sold the successful company to an investor from California. He has been helping people sell their businesses since July, 2010. During his first year as a business broker with BRC, he listed and sold more businesses than the entire office combined.

As a sale-side advisor for Mergers and Acquisitions transactions he brings a unique blend of financial, advisory, accounting, and management skills to the table helping sellers maneuver the intricate details of the deal through closing.

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### **Heather Krebs, Principal**

Heather Krebs is a dynamic, energetic person who has over 13 years of real estate experience. She was Rookie of The Year her first year with REMax Canyons. She was one of the top three agents in . As a negotiator she has negotiated favorable terms for both buyers and sellers for hundreds of real estate transactions. Prior obtaining a license with the DRE she owned two successful businesses: a mortgage company and a manufacturing company. She has extensive experience running a business. She is the marketing genius behind the professional business profiles assembled for our listings. She attended both Utah State University and University of Utah before deciding she wanted to go out on her own as an entrepreneur.