

# Around the House Furnishings

Anywhere, USA



Contact Owner: BJ Smith  
Phone: 888-888-8888 Email: [bjsmith@sample.com](mailto:bjsmith@sample.com)

Introduced By:



P.O. Box 399 · Elizabeth, CO 80107 · Phone 303-770-6479 · Fax 303-646-4866

# *Business Profile*

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Location: Anywhere, USA

Business Asking Price: \$ 225,000 plus Inventory

*Business Established: 1996*

Entity: LLC

Reason for Sale: Retirement

Terms: Open - based on worthiness of buyer

Employees: 12 Full-time

Business Hours: Mon-Fri 7:30am – 5:30pm Sat 8:00am – 5:00 pm

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Business Description: Unique furniture store with great selection of quality manufacturers and specialty/custom furniture.

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Financial History: 2007

Gross Sales:	\$ 926,348
Operating Expenses	\$ 436,466
Adjusted Earnings	\$123,192

*\*\*\*Owners of privately held companies tend to keep net profits low to minimize taxes. Adjusting the cash flow (Financial Recasting) is an accepted method of determining the true discretionary earnings of a business.*

# Around the House Furnishings



## *Summary*

Imagine owning your own furniture store in one of the most beautiful locations in the USA.



A unique blend of furniture and accessories makes this a “Must Shop” for tourists, second home buyers, and locals. Enjoy established relationships with key local designers and developers. This business has been a profitable from the start. It is a winner and continues to grow month by month.

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## Territory



## Anywhere, USA

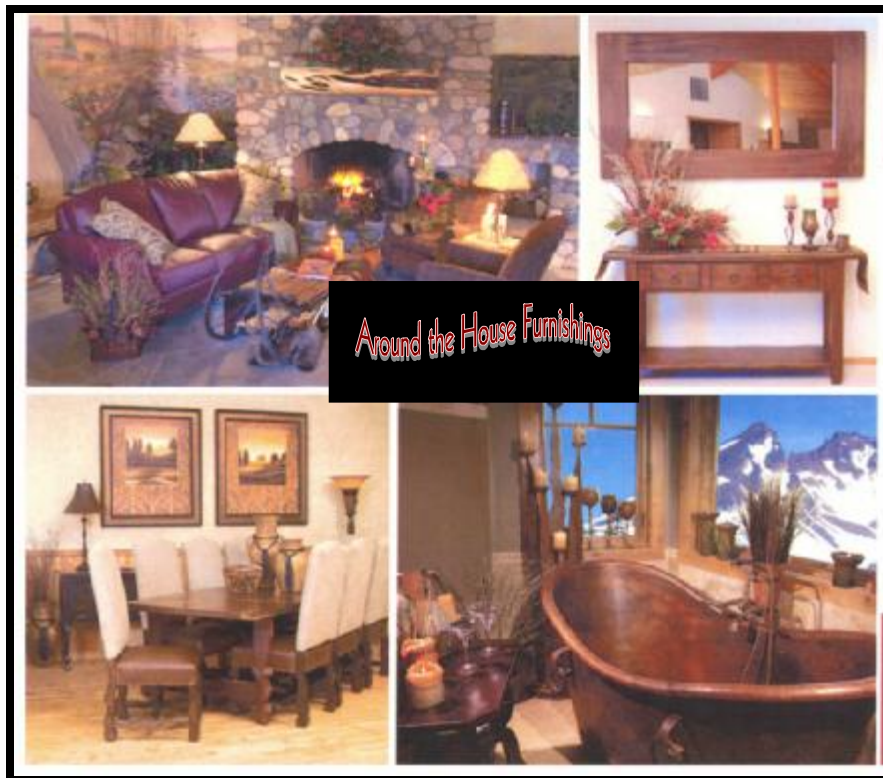
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## Competition



Quality manufacturers and specialty/custom furniture,  
there is no one quite like.....



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## ***F, F, & E***

(Furniture, Fixtures, and Equipment)

Office: 3 Chairs  
3 Desks  
3 Dell Computers  
3 HP Printers  
Multiple Line Phone System  
Brother Fax Machine  
Ricoh Copy Machine  
HP Scanner  
Various Small Office Equipment

***Estimated Fair Market Value \$ 20,000.00  
(Included in Asking Price)***

## ***Inventory***

As of 01/01/2008 Inventory is valued at \$75,000.00

***(Not Included in Asking Price)***

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# *Around the House Furnishings*



***F, F, & E***  
Various Office  
Furniture, Fixtures,  
and Equipment

***Estimated Market Value \$ 20,000.00  
(Included in Asking Price)***

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# Around the House Furnishings



*Sample of  
Inventory*





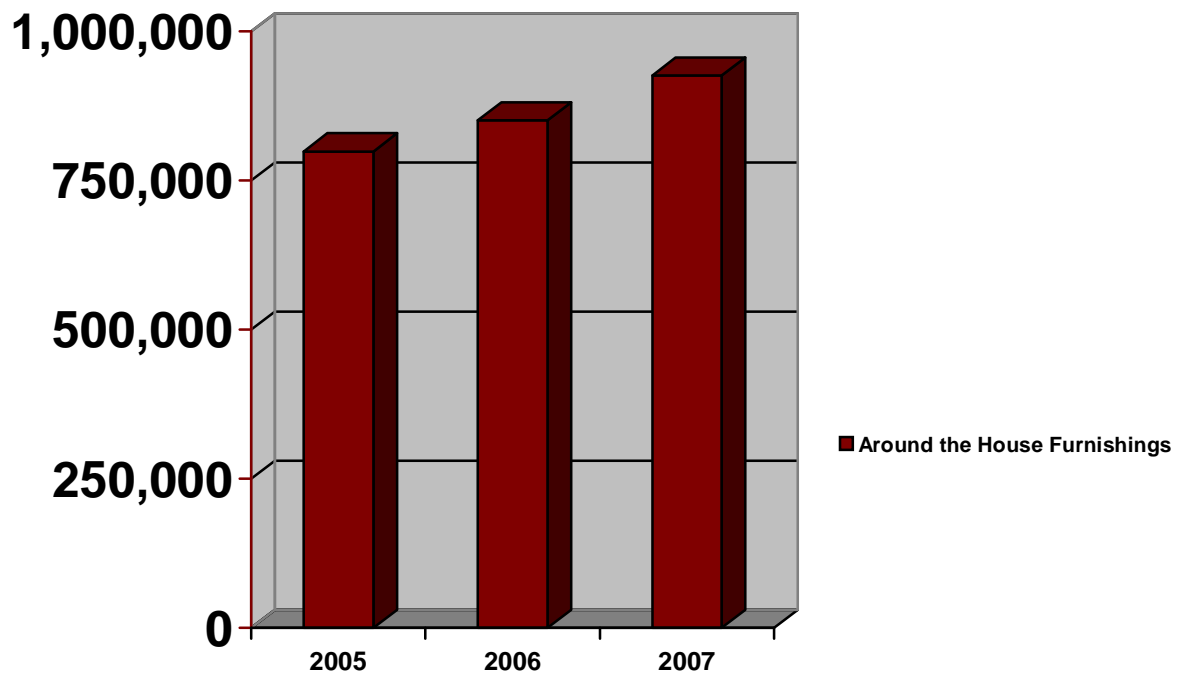
**Great Selection of Quality Manufacturers and  
Specialty/Custom Furniture**

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## *Sales History*



*Confidential Business Report*

**Around the House Furnishings**

2007

<b>Ordinary Income/Expense</b>	
Income	<u>926,348.00</u>
<b>Total Income</b>	<b>926,348.00</b>
<b>Cost of Goods Sold</b>	
Cost of Goods Sold	<u>450,169.00</u>
<b>Total Cost of Goods Sold</b>	<b>450,169.00</b>
<b>Gross Profit</b>	<b>476,179.00</b>
<b>Expense</b>	
Cash Discrepancies	(19.00)
Accounting Fees	2,238.00
Bank Service Charges	4,936.00
Charitable Contributions	25.00
Computer	2,648.00
Contract Labor	1,445.00
Delivery Truck Expense	18,412.00
Employee Benefits	2,188.00
Fees	1,444.00
Insurance	9,047.00
Interest Expense	297.00
Lease	1,798.00
License and Permits	172.00
Marketing and Advertising	38,342.00
Merchant Fees	19,988.00
Penalties	116.00
Penalties and Interest	126.00
Postage and Delivery	695.00
Printing and Reproduction	81.00
Professional Fees	335.00
Purchasing Expenses	109.00
Rent Storage Unit	9,175.00
Rent Store	63,745.00
Repairs and Maintenance	4,653.00
Salaries and Wages	212,153.00
Shipping Expenses	1,590.00
Supplies	7,411.00
Taxes and Licenses	20,248.00
Travel and Entertainment	2,370.00
Utilities	<u>10,698.00</u>
<b>Total Expenses</b>	<b>436,466.00</b>
<b>Net Ordinary Income</b>	<b>39,713.00</b>

<b>Add Backs</b>	
Owners Payroll	75,000.00
Owners Payroll Taxes	8,182.00
Interest Expense	<u>297.00</u>
<b>Total Add Backs</b>	<b>83,479.00</b>

**Adjusted Earnings** **123,192.00**

2007 Financials based on January – December P & L.