

## Executive Summary

Production Equipment Rentals - Highly Profitable w/High Value Inventory!

### INDUSTRY

Equipment Rental

### LOCATION

Los Angeles

### ESTABLISHED

1994 / 1994

### EMPLOYEES

3 FT / 4 PT

### OWNER HOURS

2 Working Owners

### NON-COMPETE

5 Years / 50 miles

### TRAINING

3 Weeks at 20 hrs/wk

### LEASE / BUILDING

Residential / Industrial

### LEASE GRANTED

New lease provided

### LEASE EXPIRES

Not Applicable; Own

### TERM & OPTION

To be determined

### SIZE

2,200 sq ft home + 2  
warehouses at 2,500 +  
2,200 on 60,000 sq ft lot

### FF&E INCLUDED

> \$1 ml. Estimated

### OTHER ASSETS

Goodwill / Potentially RE

### INVENTORY

To be determined

### EARNEST MONEY

\$100,00

### ASKING

\$1,800,000

### CONTACT

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### SUMMARY

This entertainment industry equipment rental company is a one stop shop that can satisfy all of the equipment and expendable needs of film, television and commercial production company clients. This well established business is an industry leader with a stellar reputation. On top of its asset intensive inventory base of rental equipment, the firm boasts clean books and records and has the property included in the sale – making it an ideal loan candidate, while still under the SBA threshold!

### FACILITIES / ASSETS

The business is operated out of a 2,200 converted residential facility, plus a 4,700 square feet of warehouse space on a 1.38 acres parcel that is secure and has been meticulously crafted to suite this company's needs from mid-2015 until only recently. The sale also includes over a \$1 million in hard assets and inventory, including 3 heavy duty delivery trucks, forklifts, and over 70 reusable dumpsters. All of the business and property's furniture, fixtures and equipment will be included in the sale.

### COMPETITION

As the studio rental business in Los Angeles is a highly sought after one, there are a few industry giants in the segment. Smaller competitors, however, provide a more personalized service at competitive prices and are typically the suppliers of choice for both industry veterans and newcomers who appreciate their customer service, flexibility, ingenuity and personal touch.

FINANCIALS	10/1/16 – 9/30/17	10/1/15 – 9/30/16	10/1/14 – 9/30/15
Revenue	\$1,008,384	\$859,043	\$933,075
COGS	Not Applicable	Not Applicable	Not Applicable
Rent / CAM	\$182,000	\$161,900	\$118,000
Salaries	\$150,748	\$140,619	\$320,448
Cash Flow	\$468,953	\$357,315	\$275,432

### GROWTH OPPORTUNITIES

- ✓ Invest in even more lucrative segments such as air conditioning  
- Each new \$12k A.C unit could drive \$100,000 in profit
- ✓ Expand the trash bin segment
- ✓ Consider the vehicle market
- ✓ Increase expedibles offered