

# COMMERCIAL CLEANING STUDY

*SUMMARY: FIND A BUYER TO CARRY ON CORPORATE VALUES AND BUILD THE TEAM TO UTILIZE THEM TO FULL CAPACITY*

## SUBJECT

For a decade, the young, ambitious owner built his specialty commercial cleaning business into a well-known industry leader. He established and grew his territory in the Pacific Northwest to over 600 clients.



## CHALLENGE

Assist the business owner in finding a buyer that valued performance, customer service and the infrastructure for growth he worked hard to create.

## STATS

**Industry:** Commercial Hood & Duct Cleaning Service (Restaurants and Food Service)

**Annual Revenue Range:** Under \$20 million

**Referral Source:** Guest at Freeman Lundt speaking engagement

## OUTCOME

*Freeman Lundt found a buyer in their network who was looking to create legacy wealth and leave corporate America. The buyer brought national sales leadership experience, ready to further grow revenue. The business owner accepted the 15% higher price for his business along with smaller seller financing and majority SBA financing from the buyer. The former owner was able to exit the business sooner post-closing.*

*An even greater advantage, Freeman Lundt assisted the former owner to retain a small segment of the business in research and development for experimental cleaning and chemical products for further research.*