

Access Control Company, in New York City

The Company specializes Access Control, Video Surveillance, Structured Wiring, Voice & Data, Door Locks, and Alarms Systems. The Company has 7-year history and has put together a 20,000 client-base. For 2018 The Company did \$5.7m with \$1.5M being Door Lock work. \$3.7M Installations, averaging 47% GP / Installation. The Company is debt free and generates lots of excess cash. Access control is the foundation of their business with 488 individual Doors plus another 333 Multi Door Panels averaging 5 doors per panel, which produce \$17 of R.M.F (Reoccurring Monthly Revenue) income for each door or \$210,00 of their annual Sales. The Company has an unbelievable Lead Generating, producing 150 leads per month. They are only able to get to 50% of the leads before the next month's leads come in. The Growth Potential is excellent include Fire Protection and Fire Extinguishers and other Cross Marketing. The Structured Cabling for 2019 is about to land a \$1.5M project which opens The Company access to all of their other Revenue Opportunities through this new opportunity. One of the co-owners is planning to stay onboard with the new company to make sure relationships and key business activities are transferred correctly to maintain the buyer's investment.