

SUMMARY OF OPPORTUNITIES

INDUSTRY	REVENUE	CASH FLOW	ASKING	MULTIPLE	STATUS
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(1) BRANDED HEALTHY SNACK FOOD – TREMENDOUS OPPORTUNITY W/SIGNIFICANT POTENTIAL

Food Manufacturing	\$1.6 ml	\$800k	\$1.95 ml	2.4x	Available
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This branded healthy snack food embodies the type of opportunity that investors search for. The company abounds with growth potential and commands a 52% gross profit margin and a 40%-50% margin on its discretionary cash flow. The burgeoning enterprise has a single staffer and a working owner that closely oversee production and packaging co-packers. It carries low inventory and has enormous wholesale, retail and private label customer demand, however management fears that scaling may product quality and production integrity. The company has amassed a sizable direct to consumer retail following. Although they rely on their L.A. based co-pack partners the business may be relocated.

(2) INNOVATIVE SNACK BRAND POSITIONED FOR RAPID GROWTH

Food Manufacturing	\$1.14 ml	(\$741k)	\$2.95 ml	N/A	Available
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This better-for-you plant-based foods brand has gained impressive distribution across most major retailers and established itself as a category leading innovator. The brand's products are certified Vegan, Non-GMO, and are sold in select divisions of Whole Foods, Kroger, Safeway, Walmart, CVS, Publix and several natural specialty retailers. Distribution partners include: UNFI, KeHE, DPI and Sysco. The company is partnered with two co-packers who manufacture the company's two distinct product lines. They utilize third party warehousing, freight and has successfully scaled the business with a carefully curated team of specialized outsourced professionals. The brand has attracted industry attention and demonstrated an ability to stand out with award-winning packaging, great-tasting, high quality ingredient products, and category leading innovation.

(3) SAN DIEGO RESTAURANT CHAIN - MANAGEMENT IN PLACE WITH INCOME PROPERTY

Hospitality	\$5.1 ml	\$1.0 ml.	\$5.8 ml	5.8x	Available
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This 3 unit restaurant chain has been a local favorite for over 20 years. It boasts coveted locations in the most popular areas, including a multi-use beach area income property included in the sale. The concept centers around fresh, healthy, simple yet tasty food. Each location is a professionally operated consistent earner and community staple. The venues range in size from 2.5k to 4k square feet. One has a prime beach area location with the real estate included in the sale. This income property has 3 apartments and 1 billboard. The real estate is only being offered in conjunction with a business sale.

(4) COMMERCIAL PLUMBING INSTALLATION – NEW CONSTRUCTION

Construction	\$2.41 ml	\$1.0 ml.	\$1.25 ml	1.25x	Under Contract
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This absentee to semi-absentee operated commercial plumbing company specializes in large scale new construction installation projects. The company is priced to be extraordinarily attractive to help ensure a smooth transition and a timely sale. Job sites are disbursed around Los Angeles and Orange County as well as elsewhere in the state. The business has 20 staffers, including a licensed Responsible Managing Employee (RMO) anticipated to remain aboard, who have their own outfitted work vehicles. This firm currently has a large \$1.0 ml+ contract that will help provide strong revenues through June 2020. They regularly land \$140k+ jobs and manage 5-8 at once. Their longevity with A-List clients and stellar track record provides an advantage in bids. The firm has a seasoned General Manager, Estimator and Project Manager(s) in place.

(5) CLOTHING CONCEPT DESIGN & SCREEN PRINTING – HIGH GROWTH

Apparel Manufacturing	\$2.8 ml	\$508k	\$1.65 ml	3.26x	Available
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This greater San Diego based clothing concept is a high growth development, design and screen printing company with significant potential. This apparel company boasts several core-competencies in the branding, design and production aspects of the business. They partner with clients and integrate into their operations to co-create value as an overall solution provider. From initial creative brainstorming following market research and brand identity formulation, to concept implementation, packaging, display, marketing and even Amazon-style fulfillment they provide their loyal customers an end-to-end solution that exceeds expectations. The firm has in-house screen printing capability and has a strong partner network in place for cut and sew, sublimation and embroidery. They have curated a 10-12 person freelance design team that helps with creative ideas, so they can manage 15k weekly prints in-house. Shirts dominate production but expertise include polos, sportswear, hats and more.

(6) HEALTH FORWARD RESTAURANT CHAIN & FRANCHISOR – VERSATILE & SCALABLE

Hospitality / Franchisor	\$2.7 ml	\$575.6k	\$2.5 ml	4.3x	Available
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This health-forward natural food chain and franchise concept checks all of the boxes in terms of what foodie entrepreneurs and franchisor operators look for in a fast casual/QSR opportunity. This established SoCal entity boasts a remarkably versatile menu and business model, which contributes to its explosive growth potential. This multi-faceted, proven concept has diverse locations and can adapt to 200 to 2,000 square foot food services spaces with or without hoods, retail space or beer and wine licenses. At its core, this brand is a healthy food provider with a loyal following. It resonates with diversity, social awareness, environmental consciousness and profound respect for their like-minded patrons' unique dietary preferences and budgets. They lack any form of political agenda or pretense. Their sole objective is to help provide uniquely delicious, health and planet-friendly dining options to their community.

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(7) FULLY INTEGRATED SOLAR ENERGY LEADER – ONE OF CA’s FASTEST GROWING SOLAR FIRMS



Solar Energy	\$28.6 ml	\$150k	\$15.0 ml	N/A	Available
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This residential solar developer has established a deep footprint in nearly 10 sales offices statewide to quickly become one of California’s fastest growing solar enterprises. The company’s proprietary sales and marketing method has resulted in more than \$60 ml. in revenues in less than 3 years. The firm’s value-based versus price-based approach to selling, world-class training infrastructure, scalable organizational architecture and internally-built technology platform provides them the necessary components to become the market leader. Short-term funding; Minority / Majority Recap; Outright sale sought.

(8) SOLAR POWER TILE FIRM W/PATENTS & KEY STATE APPROVALS



Solar Energy / Manufacturing	\$0 ml	\$0 ml.	\$4.0 ml	N/A	Available
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This company’s solar power roof tile system boasts key patents that may prove instrumental in advancing this renewable energy segment. Similar to what Tesla hopes to accomplish with its solar roof tiles, this company’s tiles integrate design and functionality. Unlike Musk’s glass shingle tile, this easy to install system is comprised an extraordinarily durable building material that may be walked on and utilizes the company’s patented installation system comprised of ‘plug and play’ components that seal and are able to withstand a CAT 5 Hurricane. The lightweight panels provide similar output to Tesla’s but are available at half of the cost (approx. \$2.50 psf) and install in half the time (4-5 days). Aesthetic preferences aside, rather than Tesla’s shingles that require glass cuts when installing, are nailed on battens, each with its own connections, these tiles are installed like a traditional roof with seals and ventilation, as well as ‘plug and play’ connectivity.

(9) OUTERWEAR APPAREL MANUFACTURER WITH RETAIL & WHOLESALE BRANDS



Apparel Manufacturing	\$ Call	\$ Call	\$ 249k	N/M	Available
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This lifestyle-oriented opportunity is comprised of several highly regarded premium outerwear retail and wholesale brands targeting B2C and B2B clients. The enterprise operates with a great deal of autonomy, as its founder has instilled processes that allow them to produce on an as needed quick-turn basis. The development, design, manufacturing, customer service, fulfillment, and sales assets in place provide an enormous amount of operational flexibility. This system was built around the company’s supply chain and allows it to be managed in a highly profitable and almost entirely virtual manner. Its products are not influenced by trends which allow them to capitalize on cost efficient inventory purchases while eliminating ongoing design needs. While the retail brands are applauded, the majority of revenues are derived from custom uniform, workwear and private label jobs often with recurring revenue components.

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(10) NATURAL PRODUCTS SUPERFOOD SUPPLEMENT – TREMENDOUS B2C GROWTH POTENTIAL



Supplement/Nutraceutical	\$3.6 ml	\$112k (\$600k '17)	\$2.0 ml	N/M	Available
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This Natural Products Superfood supplement company is a health and wellness lifestyle brand leader. The company has manufactured a line of superfood supplements developed with proprietary formulas, primarily in powder concentrate form since 1998. It has award winning weight loss, adult & children's nutritional supplements, vegan & omnivore protein powders and formerly energy bar lines. The vast majority of sales are wholesale, via global distribution channels that reach > 4k stores worldwide, including Whole Foods, Sprouts, Kroger, Vitamin Shoppe and Walmart. With the exception of a 2018 setback they boast consistent annual revenue growth and have yet to capitalize on the direct B2C e-commerce market, including direct to consumer retail & subscription based sales models that result in incredible profit margins.

(11) NICHE FINANCIAL SERVICES IN 25 STATES – STRONG DATA COMPONENT W/HIGH ASSET VALUE



Claims Recovery	\$3.1 ml	\$1.6 ml	\$10.0 ml	6.2x	Available
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This 16 year old claims recovery service is the undisputed national leader in this arena. It notifies recipients of monies they are owed or escheated from the federal or state tax exemptions, utilities and private companies, legal or insurance settlements, stocks, inheritances, etc. . Each year millions of dollars are placed in each state's general fund (CA's is at \$9 bl.). Each state is obligated to maintain these monies in their general funds, however, only 20% - 40% are claimed each year so an astounding 60% is unclaimed. States apply 80% of this for their purposes to they aren't incentivized to track down those parties funds are owed to (the amount of unclaimed monies grows at a 40% CAGR annually so the amount is vast). The founders have secured a process patent that should help dissuade or monetize competition from major FinCo's.

(12) BRANDED NICHE MARKET GROCERY STORE & RETAIL BRAND W/NATIONAL CHAIN POTENTIAL



Grocery Store / Food Line	\$6.1 ml	\$645k	\$2.6 ml	4.0x	Available
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This greater Los Angeles area market has been professionally branded to be the first in a potential specialty chain. The market's relaunch included a complete systems overhaul complete with a fully integrated point of sale system that allows this concept to become highly scalable on a regional basis or across the U.S. and beyond. In addition to boasting the largest variety of niche market foods in its product category, the inviting location offers loyal patrons a bustling restaurant, deli, butcher shop, fish counter, bakery products, as well as take-out and catering services – all of which have been upgraded and modernized. While the venue has a specific client base, the market is embraced by its target and non-target clients alike. The sale includes a professionally developed and successfully launched food brand, name and concept.

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(13) STRATEGIC BRANDING & MARKETING COMPANY - CREATIVE / DIGITAL PROWESS

Marketing Agency	\$1.4 ml	\$607k	\$2.5 ml.	4.1x	Available
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This award winning multi-faceted marketing firm exhibits prowess in brand strategy, creative design and digital applications. Its staffers boast pedigrees from the most prestigious agencies and have received accolades from working with the world's most recognized brands. Although they provide blue-chip quality creative and deliverables, they pride themselves in highly artistic, and often edgy and thought provoking strategic and conceptual content. They champion underdog "challenger" brands and help them leapfrog competition via innovative content and brand building.



(14) PRIVATE LABEL APPAREL MANUFACTURING & BRAND – NATION'S LEADER

Apparel Manufacturing	\$8.6 ml	\$844k	\$2.0 ml	2.4x	Available
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The apparel manufacturing company is the West Coast leader in its product category. They private label for some of the world's most well respected brands as well provide smaller enterprises incubator like support services from concept to design, pattern making, execution and marketing. Their prowess centers around their manufacturing equipment and capacity as well as their development services, comprehensive cut and sew department, and the tiered pricing options they may offer from their U.S. based or their 12,000 square foot maquiladora facility in Mexico. The offering includes the company's burgeoning premium clothing label. The high-end retail line is tracking to do over \$4.0 ml in 2018 revenues. The property is available for an additional \$11.3 ml. The private label manufacturer may be sold separated at near asset value for \$1.7 ml.



(15) BEACH APPAREL IMPORT & DISTRIBUTION – SCALABLE & IN DREAM LOCATION

Apparel Distribution	\$1.1 ml	\$290k	\$1.0 ml	3.4x	Available
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This 22 year old Hawaiian apparel company boasts a variety of customer loved woman's beach couture including trendy tops and bottoms, single size dresses, sarongs and popular gift items. The company's coveted 650 accounts are located throughout the state and include a virtual who's who of Hawaii's retailers. The company has 7 of its own brands it imports from Asia. It has commissioned sales representatives who attend Oahu based trade shows and provide island coverage.



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(16) HIGH GROWTH APPAREL BRAND IN POPULAR SEGMENT – TREMENDOUS POTENTIAL



Apparel Brand	\$3.0 ml	\$88.5k	\$750k	8.5x	Available
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This high growth premium apparel brand is ideally positioned in an extraordinarily attractive apparel market segment. Due to the product category's popularity, coupled with this burgeoning label's customer embraced designs and premium quality, the firm has achieved remarkable year over year growth. The label sells via a variety of retailers nationwide via its reps, does private label for nationally recognized organizations and sells online direct to consumer, which accounted for 10% - 15% of 2017 sales. The company grew by 100% in 2014, was up 40% in 2016 and another 20% in 2017. It has yet to officially launch internationally but is well positioned to do so.

(17) PRODUCTION EQUIPMENT RENTALS – HIGH VALUE ASSET BASE & INVENTORY



Equipment Rental	\$1.0 ml	\$469k	\$1.8 ml	3.8x	Available
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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.

(18) APPAREL RELATED COMMISSIONED MANUFACTURING – WASH, DYE & DENIM w/GROWTH



Apparel Manufacturing	\$7.0 ml.	\$2.0 ml.	\$3.7 ml.	1.9x	Under Contract
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This commissioned manufacturing company does wash and dye as well as an additional niche segment of the clothing finishing marketplace – all critical value-add segments. The firm has managed solid organic year over year growth with top line revenues increasing from \$6.5 million in 2016 to \$7.6 ml. in 2017 and \$7.9 ml. in 2018 without marketing. As of July 2019 they are tracking on par with prior years despite a sluggish start and managing a major business disruption. Wash and dye are evenly split with denim. They possess the capacity, water rights and sanitation / sewer permits to facilitate 3x - 4x current production levels. The 34,000 square feet operation may be leased or purchased for \$5.25 ml.

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(19) AUTOMATED HIGH-TECH GARMENT MANUFACTURING W/DOMESTIC & OFFSHORE CAPACITY



Apparel Manufacturing	\$6.7 ml	\$756k	\$1.25 ml	1.7x	Available
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This automated high-tech private label apparel manufacturing company boasts the one of the highest local and offshore manufacturing capacity's in its bustling segment. The firm produces top quality private labeled garments for some of the most respected global brands, and assist with all facets of production - from concept to design, pattern making, execution and marketing for nascent labels. Their value proposition includes local quick-turnaround patterns and production, together with "Made in the USA" labeling, so they may cater to fast fashion clients requiring timely product to respond to the latest trends. With their offshore capability they can compete on price for large volume orders or those that are not time sensitive.

(20) CHILDREN'S GIFT PRODUCT BRAND W/CUSOMER EMBRACED CONCEPTS



Manufacturing / Children's Gift Brand	\$1.0 ml 2016 \$417k 2017	\$250k 2016 (\$28k) 2017	\$295k	4.0x / N/A	Available
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This celebrated children's brand has a full line of customer embraced concepts primarily made from premium reclaimed or recycled materials, with others comprised of U.S. sourced polar fleece. Their environmentally responsible trendsetting products, many of which are one-of-a-kind creations, include hand puppets, stuffed animals, dolls, decor, clothing and innovative "do it yourself" (DIY) kits that empower children to become the co-creators of the cherished products. The 10 year old company has amassed an enormous following and a dedicated retail network that includes some of the nation's top major retail brands (e.g. Whole Foods, Macy's, etc.) and over 2,000 boutiques, children's stores and online retailers. margin

(21) FAMILY ORIENTED RESTAURANT CONCEPT – SIGNIFICANT FRANCHISE POTENTIAL



Hospitality	\$2.45 ml	\$445k	\$5.8 ml	N/M	Available
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This award winning innovative family oriented healthy restaurant concept is a first of its kind and has national corporate and franchise growth potential. The concept's two organic gourmet menus, one designed for parents that includes a beer and wine and another designed for children, coupled with the unique entertainment and themed events that cater to children, have resulted in the concept being named as the first choice for family restaurants in Los Angeles in several categories. Its locations were established to be the first of many corporate owned locations in what is envisioned to become a national and international network of franchisees and licensees. Major landlords, who will subsidize new locations with cash, TI & other allowances, are interested in hosting prominent locations nationwide while investors have expressed their desire to license or franchise. There is also an in-store and top-tier retail outlet opportunity for branded merchandise including children's apparel, toys, coloring books, stickers, accessories, furniture, drinkware, snack cups & frozen meals. The company boasts a seasoned management team, significant media exposure, PR, brand ambassadors & incredible celebrity endorsements. Record Q1 2019 with Net Sales up 14% to a record \$699.2k. Record 21.9% store level margin, up 320% from 6.8%.

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(22) RECREATIONAL VEHICLE MANUFACTURER WITH PATENT – LARGE POTENTIAL

Auto Manufacturing	\$1.8 ml	\$502k	\$5.5 ml	10.9x	Available
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This extraordinarily innovative recreational vehicle manufacturer boasts a unique market changing patented concept that provides it explosive growth potential. The concept is ideal for the entrepreneurial investor who has the ability to capitalize on a newly assembled conversion facility to scale the company. This facility will allow the firm to quickly and effectively roll their proven concept across the globe, but a lower price points to end users. This sale includes hard assets valued at \$7.5 ml. as well as the patent that allows for this firm's unique market position and sustainable competitive advantage with nearly 10 years remaining on its useful life. The hard assets include a completed vehicle fleet, some of which are on long-term contracts, so they are proven as well as support equipment.

(23) WATER TREATMENT/DESALINIZATION & MAINT FACILITY W/MEXICO HOTEL CLIENTS

Water Desalination	\$3.1 ml	\$659k	\$3.0 ml	4.5x	Available
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This water treatment facility is located in one of Mexico's most popular vacation destinations and services major global hotel brands. The company specializes in commercial pool maintenance systems as well as the sale, installation and service of water desalination systems. Pool maintenance systems include patented electrolysis technology that processes salt into natural chlorine that cleans and sanitizes swimming pool water. Desalination systems are quickly becoming the standard in Mexico to convert sea water into drinking water. The company currently holds a 50% market share within the pool maintenance sector and continues to grow the desalination sector primarily with 5-year service contracts.

(24) FUEL ADDITIVE – MAXIMIZES ENERGY OUTPUT & REDUCES EMISSION & POLLUTION

Fuel Additive	\$277k	\$98k	\$1.5 ml	15.0x	Available
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This EPA registered company boasts a fuel additive technology whose impact has far reaching benefits that range from up to 10.0%+ fuel reductions for gasoline, diesel and biofuel operations to a remarkable reduction of harmful emissions and pollutants. It is poised to not only help clients and governments meet fuel demands on a global basis, but also to minimize deadly emissions that are associated with diesel fuel particulate matter by an estimated 43%+. If used on a global scale, this firm's technology is expected to save over one million lives annually and decrease the likelihood of major health risks that are a direct result of toxic air pollution. The firm's technologies prove successful conversion from traditional fuels to biofuels for use in bulk consumer's non-road fuel operations (U.S. Military, Rail, Maritime, Power Generation). To date, this firm has the only technology able to effectively convert living biofuels to non-living fuels.

INDUSTRY**REVENUE****CASH FLOW****ASKING****MULTIPLE****STATUS****(25) INTERIOR & EXTERIOR LIGHT AND ACCESSORY MANUFACTURING**

Light Manufacturing

\$1.3 ml

\$650k

\$1.45 ml

2.2x

Available

This light and accessory manufacturer has been established for nearly 30 years. They manufacture exquisite interior, exterior and custom light fixtures – a market segment with high barriers to entry and are listed with the Underwriters Laboratories and is certified for the Canadian sale and distribution. All of their fixtures are hand forged and finished and are LED compatible. Due to their designs, ability to customize products, prompt execution and timely delivery the firm has become a favorite with interior designers, architects, hotels and real estate developers.

(26) ONLINE ORDERING TECHNOLOGY SOLUTION FOR RESTAURANTS

Restaurant Ordering Tech

\$739k

\$57k

\$595k

6.2x

Available

This technology firm has developed a fully-integrated and online and mobile food-ordering solution for restaurant chains. This seamless and fully customized and branded 3rd party ordering solution processes ~ 7,000 orders per day for an estimated 500 restaurant locations owned by 100 different brands, 72% of which are POS integrated (others may use ticket printers or even facsimile). They have 1.4 million active users and 5 million unique customers have placed 10 million orders through the service. While only on monthly contracts, customers typically remain with the firm for 5 years largely due to their satisfaction with the solution whose customized development and integration includes: conversion to work with POS software and merchant processing, menu option and coupon programming, delivery service set-up and web page branding development. While the POS system had been bundled w/inventory management, online ordering now impacts the POS purchase decision.



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