

Executive Summary

Special Events Company with Stellar Reputation

INDUSTRY

Event Services

LOCATION

Irvine, CA

ESTABLISHED

1983

EMPLOYEES

13 FT / up to 50 part-time

OWNER HOURS

2 Full time owners

NON-COMPETE

10 years / 300 miles

TRAINING

4 weeks at 30 hrs/week

LEASE/BUILDING

Office

LEASE

\$ 24k/mo

(\$14.5k net of sublet)

SIZE

14.8k square feet

(incl. 5k sq ft sublet)

INVENTORY

N/A

ACCOUNTS RECEIVABLE

N/A

WORKING CAPITAL

To be determined

ASKING PRICE

\$5.5M

CONTACT

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SUMMARY

This award-winning special events service related company specializes in transforming event venues with solutions tailored to each client's vision for weddings, corporate events, galas and celebrations. The company, which boasts a storied history and an unparalleled reputation, is renowned for its innovative approach and meticulous attention to detail, setting the standard for excellence.

FACILITIES / ASSETS

This opportunity's roughly 15k square foot location leases for approximately \$24k per month on a lease until mid-2026 with options to be negotiated. All of the company's furniture, fixtures, equipment and goodwill will be included in the sale.

COMPETITION

As Los Angeles's metropolitan area is not only home to the entertainment industry, but also home to Hollywood galas, national corporate events, and celebrations thrown by the who's who list of global celebrities and business leaders, competition is strong. The firm has mastered the art of staying ahead of the competition in this industry by maintaining a relentless commitment to excellence and swift adaptation to their distinguished client's evolving preferences. In doing so, they are able to push the creative boundaries in the industry to capture clients' imaginations while showcasing their unique flair and technical proficiency.

FINANCIALS	2024 Estimated (Draft)	2023 Estimated	2022 Estimated
Revenue	\$ 7.0M	\$ 5.8M	\$ 7.5M
COGS	\$ 4.7M	\$ 3.6M	\$ 4.9M
Office Payroll	\$ 591k	\$ 540k	\$ 548k
Net Income	\$ 658M	\$ 549k	\$ 1.0M
Adjusted Cash Flow *	\$ 878k	\$ 688k	\$ 1.7M

* Cash Flow includes salaries for both working partners. Each owner is operational active and will be replaced at an estimated \$150k/year max.

GROWTH OPPORTUNITIES

- ✓ Expanding geographic footprint to adjacent cities or to event driven locations such as Las Vegas, Miami and New York.
- ✓ Couple services with complementary stage, furniture, audio-visual, floral, lighting, catering or event management service offerings.
- ✓ Existing operators can leverage brand reputation to cross-promote services to coveted client base
- ✓ Continue to rebound from 2 major entertainment industry strikes in 2023