

"GREEN" PRODUCT DISTRIBUTION / INSTALLATION COMPANY

Treasure Valley, Idaho

THE BUSINESS

This Company sells and installs solar products for use in residential and commercial buildings. The company is very well positioned to potentially benefit from the recent federal stimulus bill passed by Congress and signed by the President. Users of our client company's products may benefit from tax credits that are given for energy saving products. Our client company is additionally well positioned to ride the wave of what could be the most important emerging industry since the introduction of the PC computer. That industry is the "green building movement". "Development is more than just a way to save money - it's rapidly becoming a process that will transform companies and an entire industry" said a speaker at a recent Urban Land Institute Conference. Our client company sells products that can have significant impact in lowering energy costs for residential and commercial buildings. While the product can be installed in new construction, the largest percentage of revenue from 2008 was from product sales and installations for existing buildings. Management has been successful in introducing their product line to the public through TV advertisements, newspaper ads and presenting the projects at trade shows.

The business is a holder of a dealership which gives it license to sell products to residential and light commercial building applications. The company was established locally in 2000. In addition to a full time owner, the company has 2.5 other employees. The company's market area is southwestern, south and eastern Idaho.

THE FACILITIES

The business leases a showroom, office and small warehouse centrally located in the Treasure Valley. The lease space is approximately 1,200 sq. ft. The remaining term on the lease is 2.5 years. The lease rate is a reasonable market lease rate.

THE REASON FOR SELLING

The seller is pursuing a different career path which has taken on a full time commitment. The owner recognizes that a small business such as this requires full time owner involvement for the business to operate and prosper. Additionally, given the growth potential for the business, a greater time commitment is required. The owner is open to working with the purchaser for a negotiated period of time to ensure a smooth transition. The buyer for this business should have access to working capital to finance expansion of business operations and sales, management experience to guide its growth potential and have an entrepreneurial commitment to grow with an emerging industry. The business is also an excellent acquisition candidate for an expansion minded company looking for a synergistic addition to its product line.

ASKING PRICE

~~\$240,000~~

Price Reduced to
\$185,000

TERMS:

Cash or Terms Acceptable to
Seller

ASSETS

Furniture Fixtures & Equipment	\$39,000
Inventory	27,000
Intangible Value	<u>174,000</u>
Total Assets	\$240,000

All values provided by Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information

Rev 20090903

ARTHUR BERRY & COMPANY



Business Brokerage Professionals

960 Broadway Avenue, Suite 450

Boise, Idaho 83706

Tel 208-336-8000 Fax 208-345-0609

For more information visit www.arthurberry.com or contact:

RANDY LIMANI

208-639-6172

rlimani@arthurberry.com

TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **RANDY LIMANI**, will then contact you. If you prefer, this agreement can also be requested by contacting Randy at **208-639-6172**. The information above has been provided by the seller. Arthur Berry & Company makes no representation as to its reliability. Price and terms subject to change at seller's discretion. FILE 4020