

### Business Summary

Founded in 1982, Bernie's Plumbing & Heating is one of the most established and successful Plumbing & Heating businesses in the Tri County area! The Company offers a full range of plumbing and heating services, including forced air and hot water heating systems. The company focuses on residential service but also services commercial accounts and new construction. Service accounts for 90% of the Company's business, and an estimated that 90% of that is loyal, repeat customers! Sales and profitability have been solid historically and increased each of the last two years. The Company serves primarily Fairfield County, Broomfield County, North Ames County and Southern Calistoga County. This business also represents the opportunity to acquire the real estate. The facility is an 1,875 square foot industrial condo and in excellent condition.

With a tremendous history, quality real estate and an outstanding local reputation, Mickey's represents a tremendous investment opportunity. Long-term, full-time employees and quality part-time employees complete the picture.

Mickey's Plumbing & Heating Company was founded as a Colorado S Corporation.

### Value & Background Data

#### Selling Price

Selling Price, Business:	Negotiable
Selling Price, Real Estate:	Negotiable
Total Enterprise Value:	Negotiable

#### Included in Business Price:

Furniture, Fixtures & Equipment:	\$78,000
Leasehold Improvements:	\$59,000
Other Assets:	\$125,000

<b>Inventory:</b>	\$15,000
Does Price Include Inventory?	Yes

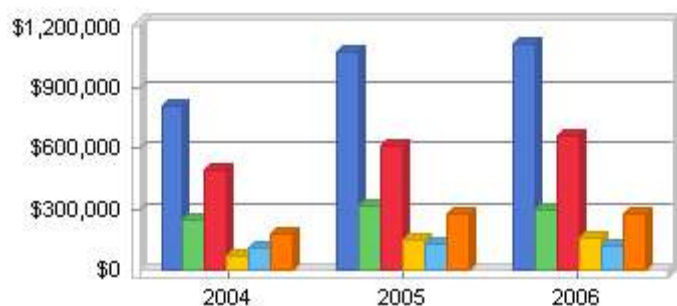
#### Additional Information

Years of Operation:	37
Years Under Current Ownership:	37
Type of Entity:	C Corporation
Number of Employees:	6

#### Real Estate Information

Lease/Owned:	Owned
Lease Rate/Month:	\$3,500
Premises Size:	4,000 s.f.
Lot Size:	4,500 s.f.

### Financial Information Overview



	2004	2005	2006
Sales	\$814,060	\$1,080,860	\$1,125,000
COGS	\$245,373	\$320,169	\$302,400
Op Exp	\$497,950	\$614,615	\$664,400
Net Income	\$70,738	\$146,076	\$158,200
Adj	\$110,269	\$128,485	\$116,800
DCF	\$181,007	\$274,561	\$275,000

### Confidential Contact Information

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*Any projections are the opinion of management only and subject to the assessment of any buyer. Cash Flow is arrived at by assessing those items that are discretionary to the current Management's situation or that management believes would or could materially change under new ownership. Every buyer is responsible for assessing all aspects of the company's financial performance including the operating income and adjusted cash flow of the business. The future profitability of a business is not guaranteed and a buyer assumes all risk of future operations which may vary from the projections set forth above.*