

ABC PARTY RENTAL

THE BUSINESS OF

CELEBRATIONS

FOR SALE



Roman Rivera | Busines Broker (858) 848-5669

Francisco Javier Romero, Salesperson #01946598 | Bona Real Estate 14040 Victory Blvd, Van Nuys Ca 91401

SALES +\$100K
NET +\$30K

OVERVIEW

ABC Party Rental is in the business of making it easy to celebrate special occasions. The industry of events and celebrations are a constant business. Every year families are holding events to celebrate those special moments in life. This business is made to support this industry.

The services are delivered to Carson, California and the neighboring cities like: Gardena, Torrence, San Pedro among others. The population can be over 500,000 combine within the service area, each resident celebrating birthdays, graduations, weddings and more.

The busiest holidays for ABC Party Rental are: Valentines Day, Mothers Day, School Graduations, Thanksgiving and Christmas to name a few. ABC Party Rental also does well with seasonal events taking place in Spring and Summer keeping the business busy during this time.

ABC Party Rental also take calls from corporate businesses from the area. Their corporate client list include: Crystal Stairs Foundation, El Camino College, Pacific Union Rail, Sonic Industries, Multiquip among others.

It is clear to see how they have been able to grow year after year, as of 2016 they count with steady sales stream of \$166k per year and have assets valued at over \$78k.

ASSETS
WORTH
+\$78k

MORE INFO
ABCPARTYRENTAL.ROMANKNOX.COM



HISTORY

ABC Party Rental started over 10 yrs ago in Carson, CA with the goal of being the go to supplier of making special moments a celebration of life for each of its residents in the nearby and surrounding neighborhoods. The business started small with just a few items to run and rent with; they would rent a table and chairs to a nearby party at a park and maybe also a kids jumper to be delivered to a home and that would be the entire weekend. The owner Daniel Rodriguez would work a second job just to keep the business running. Daniel knew that ABC Party Rental through diligent use of their revenues and with careful reinvestment into the business would help it capture more of the industries business in the area, so he began growing ABC PARTY RENTAL into the profitable business it is today.

Over the years ABC PARTY RENTAL has been able to gain a foothold in the market. ABC Party Rental 10 years later counts with a fully establish business and a long list of customers that make their business strong and profitable. ABC Party Rental counts with over 5200 customers over its history. Today you can find them delivering jumpers and tables to many customers in a given week and a well trained staff of 1 fulltime and 2 part-time employees to help deliver great service to each customer. It is common for ABC Party Rental to book 10 to 12 parties on a single day.

ABC Party Rental are well known and liked for their professionalism and their wide assortment of rental merchandise to make each occasion special year after year. They have become through hard work and dedication the business to call when there is a special occasion to be celebrated.



MORE INFO
ABCPARTYRENTAL.ROMANKNOX.COM

**12 YEARS IN
BUSINESS**

SERVICES

SEE BUSINESS WEBSITE
ABCPARTYRENT.COM



GIFT WRAPPING



PINATAS



FLOWERS



**TABLE/LINEN
RENTAL**



**BALLOON
DECORATION**



**CANOPY
RENTALS**



**JUMPER
RENTAL**



**OUTSIDE EQUIP.
RENTAL**



**MISC EQUIP.
RENTAL**

A PEEK INSIDE

A TYPICAL DAY FOR THE OWNER

When I get here in the morning at 10am its time to open the business for the day. I flick the light on, head towards the office computer turn that on and get ready to start my day. I have to be ready because every day there are calls ringing the phone from new and recurring customers asking to check the schedule for the upcoming weekend. Customers at times like to schedule their party weeks in advance to make sure that they are put on our delivery list.

When the phone rings and I pick up the call to schedule a date for party package the first thing I do is pull out my weekend schedule list, which is on the right side of my office desk. I check the date, see if its available, asked them what they would like to rent, check my inventory on my office computer, if its available, I place their order, write an invoice for them and reserve the date with a payment through their preferred credit card.

The first call of the day might be for our starter package, which sells for \$126.99, just like that I have made my first sale of the day. Soon after I might receive another call for party at a park. Normally for an event like this they will request chairs, tables, and a jumper which goes for \$250.00. Each day of the week are pretty similar and typical orders can range from \$150 to \$600.00

Has the week ends its common that on an average Saturday there will be anywhere from 10 to 12 parties that we deliver to. I have part-time employees that help with the delivery and setup. They take the company truck and make sure to deliver and pick up the rentals.

Any interested party looking to purchase feel secure that I am willing to supply support and training for the new owner. In addition the employees are knowledgeable and well-trained to help run the business.

Sincerely,

Daniel Rodriguez.



BY THE NUMBERS

BUSINESS BREAKDOWN

1 - RENTAL SERVICES PRICING LIST

Summary of the items that are for sale and rent in the store.

2 - EXAMPLE OF SALES INVOICES

4 Recent Invoice Examples.

3 - ASSET BREAKDOWN

A comprehensive list of all assets.

4 - PROFIT AND LOSS STATEMENT

See how the business is doing year after year.





ABC PARTY RENTAL

RENTAL SERVICES PRICING LIST

BONA REAL ESTATE (858) 848-5669

Want to know exactly how you will make money from your new business? Here's your chance to take a look. Below you will find an itemized list of the rentals that *ABC PARTY RENTAL* offers and what price it has rendered the service for the past 3 yrs. Take a close look because this is where you will be making money from each day.

ITEM	DESCRIPTION	RATE	TERM
RENTAL	10 X10 CANOPY	\$ 60.00	DAY
RENTAL	12X20 CANOPY	\$ 90.00	DAY
RENTAL	20X20 CANOPY	\$ 150.00	DAY
RENTAL	20X30 CANOPY	\$ 235.00	DAY
RENTAL	20X40 CANOPY	\$ 305.00	DAY
RENTAL	3X15 RED CARPET	\$ 25.00	DAY
RENTAL	4X15 RED CARPET	\$ 34.00	DAY
RENTAL	6X15 RED CARPET	\$ 49.00	DAY
RENTAL	4X25 RED CARPET	\$ 69.00	DAY
RENTAL	6X25 RED CARPET	\$ 99.00	DAY
RENTAL	ORGANZA BOWS	\$ 0.99	DAY
RENTAL	REGULAR CHAIR COVER	\$ 1.50	DAY
RENTAL	TABLE DIAMOND COVER	\$ 3.00	DAY
RENTAL	6' RECTANGULAR TABLE LINEN	\$ 6.00	DAY
RENTAL	ROUND TABLE LINEN COVER	\$ 8.00	DAY
RENTAL	6' TABLE RENTAL SKIRT	\$ 15.00	DAY
RENTAL	8' TABLE SKIRT LINEN	\$ 9.00	DAY
RENTAL	COTTON CANDY MACHINE	\$ 65.00	DAY
RENTAL	POPCORN MACHINE	\$ 65.00	DAY
RENTAL	SNOW CONE MACHINE	\$ 65.00	DAY
RENTAL	REGULAR CHAIR	\$ 0.50	DAY
RENTAL	6' RECTANGLE TABLE	\$ 5.00	DAY
RENTAL	48" ROUND TABLE	\$ 6.00	DAY
RENTAL	60" ROUND TABLE	\$ 8.00	DAY
RENTAL	COCKTAIL TABLE	\$ 9.50	DAY
RENTAL	40" COLUMN	\$ 30.00	DAY
RENTAL	GENERATOR	\$ 65.00	DAY

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RENTAL	PATIO HEATER	\$ 65.00	DAY
RENTAL	JUMPER	\$ 65.00	DAY
RENTAL	COLUMNS SET OF 6	\$ 150.00	DAY
SALES	HELIUM PER BALLOON	\$ 0.75	EACH
SALES	12" LATEX BALLOON	\$ 0.99	EACH
SALES	18" CELEBRATION MYLAR BALLOONS	\$ 2.99	EACH
SALES	12" DOZEN LATEX BALLOONS	\$ 9.50	EACH
SERVICE	DELIVERY - FIRST FLOOR	\$ 35.00	
SERVICE	DELIVERY - FIRST FLOOR	\$ 50.00	
SERVICE	DELIVERY - FIRST FLOOR	\$ 100.00	
SERVICE	COLUMNS SET OF 6 WITH FLOWERS	\$ 300.00	DAY

These are just a few ways to earn sales from the business. There are also other sales from items like Piñata and Flower sales. Go ahead and think about the business, consider that you will be in the business of events, covering birthdays, weddings, celebrations and corporate events among others. These events happen each and every year to your long list of clients, meaning that you can rely on repeat business in a steady industry.

ABC Party Supply

Invoice

www.ABCPartyRent.com

21239 S. Wilmington ave Unit 6

Carson, CA 90810

310-834-2892 Store

Date	Invoice #
4/22/2017	17167

Bill To
CRYSTAL STAIRS / FRANKY 323.421.2615 5110 W. Goldleaf Circle, Suite 150 Los Angeles ca

Deliver To
El Camino College 1111 E Artesia Blvd Compton, CA 90221

Property	Terms	Delivery Time	Pick Up Time
SCHOOL		01/21/17	04/22/17

Description	Qty	Rate	Amount
60" Round Table Linen Rental Or Black with L-green overlay	30	10.00	300.00T
6' Rectangle Table Linen Black	8	6.00	48.00T
Large 291ft Helium	1	270.00	270.00T
Set UP Fee for Table Covers only	1	75.00	75.00T
Delivery and Pick Up Charge. FIRST FLOOR ONLY!	1	50.00	50.00
Friendly Discount		-50.00	-50.00

Thank you for your business.

Subtotal	\$693.00
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(DISCLAIMER) No Cash Back. Only Store Credit.

Delivery is to street level. No upstairs delivery!

Damage Fees as Follows:

Chairs \$15.00 ea., Tables \$50.00 ea., Jumpers and Canopy's are based on magnitude of the damage.

PLEASE, HAVE FUN AND BE SAFE !

Thank you for your Business.

CA Tax (9.0%)	\$62.37
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Total	\$755.37
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Payments/Credits	\$0.00
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Balance Due	\$755.37
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WWW.ABCPartyRent.com
WWW.flowersbylulur.com

INVOICE

SUNDAY

310-834-2892 Store
310-663-6837 CELL
21235 S. WILMINGTON AVE.
CARSON, CA. 90810

Today's Date	Event Date
3/15/17	3/26/17

Bill to:

JESSICA TERNADA
(310) 658-0175

Deliver to:

CARSON CIVIC CENT.
HALL "C"
CARSON CA 90715

Property	Terms	Delivery/Pick Up Time
HALL	—	2hr

Description	Qty	Rate	Amount
<input type="checkbox"/> Package #1			
<input type="checkbox"/> Package #2			
<input type="checkbox"/> 6' Table Rental			
<input type="checkbox"/> 48" R. Table Rental			
<input type="checkbox"/> 60" R. Table Rental			
<input type="checkbox"/> Chair Rental			
<input type="checkbox"/> 20x12 <input type="checkbox"/> 20x20 <input type="checkbox"/> 20x30 <input type="checkbox"/> 20x40			
<input type="checkbox"/> Piñata			
<input checked="" type="checkbox"/> Balloons SINGLES ARCH PINK & WHITE	1	112 ⁰⁰	112 ⁰⁰
<input type="checkbox"/> Others 32x350			
<input checked="" type="checkbox"/> Others 12" latex Balloon Pkage	2	50 ⁰⁰	100 ⁰⁰
<input type="checkbox"/> Others			
Subtotal:			212

(Disclaimer) NO CASH BACK ONLY STORE CREDIT
DAMAGE FEES AS FOLLOWS: Chairs \$15.00 ea., Tables \$50.00 ea.,
Jumper and Canopy's are based on magnitude of the damage
PLEASE HAVE FUN AND BE SAFE!

CANCELLATION NOTICE 48 hrs. Before the date of the event.
NO refunds will be given, but an alternate date may
be chosen on Rental. Thank you for your Business

X _____

Tax:	19 ⁰⁰
Other:	—
Total:	231 ⁰⁰
Payments/Credits:	000 231 ⁰⁰
Balance Due:	0

119.90

WWW.ABCPartyRent.com
WWW.flowersbylulur.com

INVOICE

SUNDAY

310-834-2892 Store
310-663-6837 CELL
21235 S. WILMINGTON AVE
CARSON CA. 90810

Today's Date	Event Date
3/13/17	3/26/17

Bill to:
JONATHAN CLAY
(310) 228-8951
(562) 336-5377

Deliver to:
MILLS PARK
1340 E. DIWONDALE
CARSON CA 90746

Property	Terms	Delivery/Pick Up Time
PARK	—	1130-12/5PM

Description	Qty	Rate	Amount
<input type="checkbox"/> Package #1 <i>SPIDERMAN FES</i>	1	120	120
<input type="checkbox"/> Package #2 <i>super</i>			
<input type="checkbox"/> 6' Table Rental <i>w/Generator</i>		TAX	11.70
<input type="checkbox"/> 48" R. Table Rental			
<input type="checkbox"/> 60" R. Table Rental			
<input type="checkbox"/> Chair Rental			
<input type="checkbox"/> 20x12 <input type="checkbox"/> 20x20 <input type="checkbox"/> 20x30 <input type="checkbox"/> 20x40			
<input checked="" type="checkbox"/> Piñata <i>REG PINATA</i>	1	14.95	14.95
<input checked="" type="checkbox"/> Balloons <i>latex 102</i>	1	9.50	9.50
<input type="checkbox"/> Others <i>COTTON C. MARCH</i>	1	6.50	6.50
<input type="checkbox"/> Others <i>POP-UP WAGON MARCH</i>	1	6.50	6.50
<input type="checkbox"/> Others <i>SNO-KONE MARCH</i>	1	6.50	6.50
<i>Red Green Blue Yellow</i>			
Subtotal:			219.49
Tax:			19.35
Other:			6.30
Total:			305.14
Payments/Credits:			305.14
Balance Due:			0

(Disclaimer) NO CASH BACK ONLY STORE CREDIT
DAMAGE FEES AS FOLLOWS: Chairs \$15.00 ea., Tables \$50.00 ea.,
Jumper and Canopy's are based on magnitude of the damage
PLEASE HAVE FUN AND BE SAFE!

CANCELLATION NOTICE 48 hrs. Before the date of the event.
NO refunds will be given, but an alternate date may
be chosen on Rental. *Thank you for your Business*

X _____

WWW.ABCPartyRent.com
WWW.flowersbylulur.com

Sunday.

INVOICE

SUNDAY

310-834-2892 Store
310-663-6837 CELL
21235 S. WILMINGTON AVE.
CARSON, CA. 90810

Today's Date	Event Date
03/05/17.	03/26/17

Bill to:

SANDRINA ENRICO
626. 716. 7443
VIRBILIO @umfio

Deliver to:

237 West Shadwell St.
CARSON, CA 90745
ON CALL SAT. 3PM-5PM

Property	Terms	Delivery/Pick Up Time
House.		9:11am..

Description	Qty	Rate	Amount
<input type="checkbox"/> Package #1 Princess Jumper	1	65	65
<input type="checkbox"/> Package #2	6	5	30
<input checked="" type="checkbox"/> 6' Table Rental			
<input type="checkbox"/> 48" R. Table Rental			
<input type="checkbox"/> 60" R. Table Rental	50	0.50	25
<input checked="" type="checkbox"/> Chair Rental			
<input type="checkbox"/> 20x12 <input type="checkbox"/> 20x20 <input type="checkbox"/> 20x30 <input type="checkbox"/> 20x40	1	14.99	14.99
<input checked="" type="checkbox"/> Piñata Princess Piñata	1	4.50	4.50
<input checked="" type="checkbox"/> Balloons L-pink, D-pink, lavender	2	50	100
<input type="checkbox"/> Others L-dz	2	2.49	5.98
<input type="checkbox"/> Others 2 stands (same)			
<input type="checkbox"/> Others 2 mylars (on top) colors			
Subtotal:			250.47
Tax:			22.54
Other:			
Total:			273.01
Payments/Credits: debt \$273.01			
Balance Due:			0

(Disclaimer) NO CASH BACK ONLY STORE CREDIT
DAMAGE FEES AS FOLLOWS: Chairs \$15.00 ea., Tables \$50.00 ea.,
Jumper and Canopy's are based on magnitude of the damage
PLEASE HAVE FUN AND BE SAFE!

CANCELLATION NOTICE 48 hrs. Before the date of the event.
NO refunds will be given, but an alternate date may
be chosen on Rental. Thank you for your Business

X1
3/20/17

AID

5/25

- ① COTTON CANOPY pink & white
- ① 12x20 CANOPY w/ 2 sides
- ① 6' TABLE LINEN w/ L-pink overlay
- ② 6' TABLE SKIRT w/ L-pink overlay

25.00
12.50
65.00
125.00

72.00
33.98

333.48
30.01
363.49

PAID CMC
363.49.
3/20/17



ABC PARTY ASSETS

BONA REAL ESTATE (858) 848-5669

Here are the assets from the business that will help you make money. In case you are wondering why ABC PARTY has been successful in the past 12 years and growing. Take a look at all its assets that help bring in that rental money. ABC PARTY counts with over *700 regular chairs* for catering small to large events. In addition to being well prepared for all occasions from birthday parties to seasonal events with *cotton candy machines, popcorn machines and jumpers*. See the list below:

ITEMS	DESCRIPTION	QTY	MARKET PRICE	VALUE
CANOPIES	10X10	0	0	0
CANOPIES	12X20	7	350	2450
CANOPIES	10X30	2	450	900
CANOPIES	20X20	4	550	2200
CANOPIES	20X30	2	650	1300
CANOPIES	20X40	2	750	1500
RED CARPETS	3X15	5	35	175
RED CARPETS	4X15	2	45	90
RED CARPETS	4X25	1	65	65
RED CARPETS	6X15	1	75	75
RED CARPETS	6X25	3	85	255
LINEN	WHITE REGULAR CHAIR COVER	160	5	800
LINEN	BLACK REGULAR CHAIR COVER	60	5	300
LINEN	TABLE DIAMONDS (MULTICOLOR) 4X4	285	6	1710
LINEN	48" ROUND LINEN (WHITE)	12	25	300
LINEN	48" ROUND LINEN (BLACK)	15	25	375
LINEN	60" ROUND LINEN (WHITE)	42	25	1050
LINEN	60" ROUND LINEN (BLACK)	39	25	975
LINEN	6' RECTANGLE TABLE LINEN (WHITE)	35	10	350
LINEN	6' RECTANGLE TABLE LINEN (BLACK)	8	10	80
LINEN	8' RECTANGLE TABLE LINEN (WHITE)	18	15	270
LINEN	8' RECTANGLE TABLE LINEN (BLACK)	19	15	285
MACHINES	COTTON CANDY MACHINE 60CT	2	350	700

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MACHINES	POPCORN MACHINE 60CT	3	450	1350
MACHINES	SNOWCONE MACHINE 60CT	1	750	750
RENTAL PIPE	PIPE AND DRAPE 8' X 20'	2	360	720
BAR	BAR HIGH TABLE	1	350	350
COLUMNS	40" COLUMN	8	45	360
RENTAL	RENTAL CHAIR	700	10	7000
RENTAL	COCKTAIL TABLE	10	50	500
RENTAL	HEATERS	10	350	3500
RENTAL	JUMPERS	10	1200	12000
RENTAL	48" ROUND	23	85	1955
RENTAL	60" ROUND	22	120	2640
RENTAL	6' RECTANGLE TABLE	70	50	3500
RENTAL	KIDS CHAIR RENTAL	30	15	450
RENTAL	KIDS RECTANGLE	4	50	200
TANKS	HELIUM TANKS LARGE	8	250	2000
TANKS	HELIUM TANKS MEDIUM	2	150	300
TANKS	HELIUM TANKS SMALL	8	75	600
DOLLIES	DOLLIES	2	75	150
GENERATORS	GASOLINE GENERATOR	5	500	2500
TRUCK	2006 GMC SONOMA	1	10000	10000
VAN	1998 FORD 250E	1	2500	2500
OFFICE	FAX MACHINE	1	50	50
OFFICE	CREDIT CARD TERMINAL	1	-	
OFFICE	PAPER SHREDDER	2	75	150
OFFICE	REGISTER	1	350	350
OFFICE	DESKTOP COMPUTER	1	1200	1200
OFFICE	ANSWERING MACHINE	1	50	50
OFFICE	WEBPAGE PORTAL	1	1500	1500
REFRIGIRATOR	COMMERCIAL	1	5000	5000
REFRIGIRATOR	REGULAR	1	350	350
OFFICE	70" SCREEN	3	200	600
Total				\$ 78,780.00

Like what you see? Want to know more? Contact us to get a more in depth description of all its assets and schedule a showing of the business. All assets are well taken care of and almost in like new condition. Wondering how much each of these assets rent for? Check out our Rental Services Pricing List.

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ABC PARTY RENTAL

PROFIT AND LOSS STATEMENT

BONA REAL ESTATE (858) 848-5669

Here is the income of the business year after year. The sales of the business are pretty consistent, which means that they are reliable. A smart business manager can find many ways to improve the sales further and apply cost savings strategies to generate further growth

	2014	2015	2016	Projected 2017
INCOME				
Income	\$ 103,825.00	\$ 119,380.00	\$ 114,826.00	\$ 112,677.00
COST OF GOODS				
Cost of Goods Sold	28,115	21,594	36,445	\$ 28,718.00
GROSS PROFIT	\$ 75,710.00	\$ 97,786.00	\$ 78,381.00	\$ 83,959.00
Expense				
Rent	15,600.00	15,600.00	15,600.00	15,600.00
Electricity	3,102.00	2,989.00	2,196.00	2,762.33
Internet	1,440.00	841.00	1,259.00	1,180.00
Office Phone	1,390.00	2,223.00	1,848.00	1,820.33
Merchant Portal	3,144.00	1,948.00	1,940.00	2,344.00
Filtered Water	493.00	458.00	540.00	497.00
Insurance	650.00	900.00	960.00	836.67
Advertising	3,486.00	4,119.00	5,346.00	4,317.00
Maintenance	2,259.00	3,980.00	2,298.00	2,845.67
Car Insurance	1,487.00	1,800.00	1,800.00	1,695.67
Auto Expense	1,176.00	1,556.00	730.00	1,154.00
Business Alarm	1,019.00	1,010.00	1,020.00	1,016.33
Permits	790.00	1,668.00	850.00	1,102.67
Accounting Legal	-	1,800.00	210.00	1,005.00
Payroll	10,200.00	13,080.00	10,200.00	11,160.00
TOTAL EXPENSES	46,236.00	53,972.00	46,797.00	49,001.67
EBITDA	\$ 29,474.00	\$ 43,814.00	\$ 31,584.00	\$ 34,957.33
TAXES	4,920.00	11,230.00	10,670.00	\$ 8,940.00
NET PROFIT	\$ 24,554.00	\$ 32,584.00	\$ 20,914.00	\$ 26,017.33

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FINANCING

EASY AND AFFORDABLE PAYMENTS

Selling for \$95,000

Loan for 7 yrs

Interest Rate at 7%

Low Payments of \$1100

Only 10-20% Deposit

**CALL TO
QUALIFY**



ROMA REAL ESTATE

Residential • Commercial • Investment

Roman Rivera
Francisco Romero BRE Lic# 01946598
14042 Victory Blvd, Van Nuys CA 91401
(858) 848-5669
info@completehouseworks.com
www.CompleteHouseWorks.com

More than
40
YEARS
of Experience

INDUSTRY OUTLOOK

WHAT'S IN THE FUTURE FOR THE BUSINESS

ABC Party Rental is a sustainable business, it counts with all the assets to keep the current sales at or above the 3 yr. average. A savvy buyer will find many ways to create additional income through the rental of the business assets. The industry is that which there will always be a demand for it. Every year families are holding events to celebrate those special moments in life=. This business is made to support this industry.

Looking to the future ABC PARTY RENTAL will become a certified vendor of 1800-flowers, becoming a vendor will mean higher margins on flower decorations sold and higher marketing provided by the vendor. This account will help get more flower sales into the business.

The business is centrally located and its population of service of over 500,000 residents will keep the business running for many more years to come. There will always be a need to celebrate birthdays, graduations, weddings, holidays, corporate events and more.

**5200
GROWING
CUSTOMER
LIST**



TRANSITION

OWNER SUPPORT AFTER PURCHASE

Any interested party looking to purchase feel secure that the owner is willing to supply support and training for the new owner for a period of time after the purchase. The business comes with 3 employees that are knowledgeable and well-trained to help run the business. These employees on average have more than 2 yrs of experience.

The new owner will have all the resources available to run a profitable business. The learning curve is easy and the business is manageable to run.

**FULLY
TRAINED
STAFF**





WWW.ROMAN-RIVERA.COM

GROW YOUR BUSINESS. BRAND AND MANAGEMENT CONSULTING

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