

# Long Island Pest Control Company Available for Acquisition

NYBB Engagement# 1413

*Asking Price: Bid Based*

**Great Addition to an established business or for the experienced entrepreneur**

Since 1993 this profitable business has provided pest control services to commercial and residential clients in Nassau County, Suffolk County and the 5 boroughs. They have an excellent reputation and loyal customers. The top 10 customers represent 23% of the business.

This business employs 4 Full Time Employees in addition to the owner. They pride themselves on their staff, who are knowledgeable and responsible.

The owner is ready for retirement. They are willing to train or assist after the sale to ensure a smooth transition.

Chemicals on hand and pest control equipment are included in the sale in addition to the vehicles listed.

The operation of the business requires a DEC license.

### Vehicles Included in the Sale

- 2010 Toyota Tacoma
- 2019 Toyota Corolla
- 2017 Ford Transit
- 2020 Toyota Corolla

### Top 10 Customers represent 23% of total revenue

1	\$31,231	4%
2	\$30,930	4%
3	\$20,331	2%
4	\$18,939	2%
5	\$17,265	2%
6	\$16,968	2%
7	\$16,587	2%
8	\$13,735	2%
9	\$12,650	2%
10	\$12,374	2%

### Customer Detail

		% of Annual Revenue
• Contract Customers	205	86%
• 3 times or more service annually	27	5%
• 2 times or more service	39	2%
• 1 time service	268	7%

## Financial Information

	Q1 2024	2023	2022	2021
Gross Revenues:	\$ 177,536	\$ 786,398	\$ 722,091	\$ 759,304
Gross Profit:	\$ 108,516	\$ 375,608	\$ 316,494	\$ 351,169
Gross Profit without Labor:	\$ 158,105	\$ 629,796	\$ 553,543	\$ 586,796
Seller's Discretionary Earnings:	\$ 79,504	\$ 298,357	\$ 224,522	\$ 241,585



**Anthony Citrolo, CPA, CEPA,**  
**CM&AA** Managing Partner  
516-346-5272  
anthony@thenybbgroup.com

FOR INFORMATION  
631.390.9650  
acquisitions@thenybbgroup.com