

11<sup>th</sup> EDITION

# The 2001 Business Guide<sup>Reference</sup>

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## Section Ten

### Mexico Deals

The Mexican economy continues to expand at a rapid rate. With the election of a pro business Mexican President and the passage of NAFTA the expectations are for much more growth and expansion. The areas that we deal with and expect the most activity and expansion from are:

1. Import/Export. The U.S. is their largest trading partner.
2. Establishing more low cost manufacturing operations.
  - a. Totally foreign owned and operated
  - b. Shelter operations that do contract work for foreign Companies. These are manufacturing operations that have met the Mexican laws, licensing requirements etc. They do contract work that provides the labor facilities and know how to operate in Mexico. They will work by the hour, piecework or just about anyway that fits your needs.

My advice is to work with people that understand the laws and requirements of both Countries or you could make yourself a lot of trouble.

*Source: Terry Yale, Rio Business Strategies (956) 618-0003*

### Mini-Self Storage

#### Pricing Tips

"We sold a 195 unit mini-storage in Idaho last year. It had annual gross receipts of \$105,000 and an annual net cash flow of \$80,000. It sold for \$640,000 with \$235,000 cash down payment and the balance at 8.3 percent over 15 years.

We have another mini-storage in process of being sold. It looks like it will go for \$500,000 with \$150,000 cash down payment, the balance over 20 years at 8.5 percent. It has annual gross income of \$70,000 and cash flow debt service of \$61,000.

I believe that a cash on cash return of 15 percent to 20 percent is required to sell one of these mini-storage projects. A minimum of 15 percent seems to be required."

**Jewelry Stores**

Willis Cowlshaw  
Cowlshaw & Associates  
6539 Briarmeade  
Dallas TX 75240  
972-960-8799

**Laundromat**

Ovanes Mikaelian  
Venture Business Brokers, Ltd.  
116 N. Lively Boulevard  
Elk Grove Village IL 60007  
847-437-4070

John Mikaelian  
Venture Business Consultants, Ltd.  
4666 E. Monte Way  
Phoenix AZ 85044  
480-893-9343

**Liquor Stores**

David Larson  
Larson Associates  
415 Silas Deane Highway  
Wethersfield CT 06109  
860-529-8181

**Logistics**

Bill Smalley/Michael Richards  
Sunbelt Business Brokers  
4207 Bay to Bay Blvd.  
Tampa FL 33629  
813-831-5990

**Lumber/Building Materials**

Bud Howe  
Howe & Ely Company  
15 Ardennes Place  
Lake St. Louis MO 63367-1633  
800-537-1618

**Lumber/Saw Mills**

Cal Lawson/Lidia Couzo  
Sunbelt Business Brokers  
586 N. French Ste. #4  
Amherst NY 14228  
716-564-0063

**Mail Receiving/Package Services**

Eldon Edwards  
Inco Business Sales  
1909 State Street  
Santa Barbara CA 93101  
805-569-6464

**Marinas/Boat & Marine Services**

J. Michael P. Wood  
Johnson & Glazebrook, Inc.  
1807 William Street  
Fredericksburg VA 22401  
540-372-4343

**Marine Retailing Consolidation**

Michael Seversen  
The Riverside Company  
50 California Street, Suite 1500  
San Francisco CA 94111  
415-439-5315

**Mexico Deals**

Terry Yale  
Rio Business Strategies  
214 N. 16th St.  
McAllen TX 78501  
956-618-0003

**Min-Storage Units**

Paul R. Hyde  
Hyde Business Properties and  
Valuations, Inc.  
304 Grove Avenue P. O. Box 9  
Parma ID 83660-0009  
208-722-7272

**Modeling Agencies**

Jay A. Garnier  
Venture Resources Group  
267 West Third St.  
Moorestown NJ 08057  
856-866-5510

**Restaurants**

Bedros C. Bandazian  
Bandazian & Co.  
3311 West Broad Street  
Richmond VA 23230  
804-458-5543

Steve Bragg  
Calhoun Companies  
158 Evergreen Road  
Lutsen MN 55612  
218-663-7682

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National Restaurant Associates  
4401 Colwick Road, Suite 508  
Charlotte NC 28211  
704-365-9774

Thomas J. Duffey  
The Bernard Co.  
519 N. Cambridge Ave.  
Ventnor NJ 08406  
609-823-6411

Franco Ferrari  
Ferrari Sunbelt  
860 E. Semoran Blvd.  
Casselberry FL 32707  
407-339-3101

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15200 Shady Grove Road, #350  
Rockville MD 20850  
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619-528-2222

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The Boston Restaurant Group, Inc.  
P. O. Box 327  
Boxford MA 01921  
978-887-9895