



# HESS

## *Business Brokerage*

*Business Brokerage Commercial Real Estate Mergers & Acquisitions*

*Selling Your Business is Our Business Since 1989*

### **Fees and Commission of Hess Business Brokerage for 2022.**

#### **Business Brokerage /M&A Advisory:**

- Manufacturing Business, Commercial R/E and Hotels & Hospitality Business.

At Hess Business Brokerage we will only take on assignments if both parties agree to the approach, methodology, realistic values and reliable financial information.

Hess Business Brokerage structures fees based on the anticipated total selling price of the business. A percentage of the ultimate selling price is charged. The percentage is negotiable and determined by the size of the transaction, its complexity and the overall input anticipated by Hess Business Brokerage.

**The total sell price is the price that the business is sold for including stock, and plant & equipment and includes any deferred payments.**

#### **Standard Sale Commissions\*(USD)**

<b>Total Sale Price</b>		<b>Retainer</b>	<b>Commission</b>
Up to	\$5 million	\$2K	10%
\$10million	- \$20million	\$5K	3%
\$20million	- \$30 million	\$6K	3%
\$30 million	- \$40million	\$7-10K	3%
\$40 million	- \$50million	\$8-20K	2%
\$50 million	- \$100 million	\$30-130K	1%
\$100 million	+	\$35K+	1%

**\* Please note all fees are negotiable and based on the assignment.**

#### **Buyer Agency Fees**

Following your direction and guidelines Hess Business Brokerage will confirm the fee structure prior to accepting an engagement. For buyers advocacy the fee may be based on the size of the business, on a fixed or monthly fee. The following table is intended as a guide:



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Revenue	Retainer	Commission
Up to \$1 million	\$3K	5%
\$1 to \$3 million	\$5K	4.5%
Up to \$5 million	\$7K	4%
\$5 million - \$10 million	\$10K	3.5%
\$10 million +	\$12K	3%

**All Buyer Agency fees are plus outgoing costs. All costs are agreed with the client before acquisition.**

### **Appraisals and Valuations**

Hess Business Brokerage appraises the market value of all businesses we are engaged to sell. The cost of this service is included in the fees agreed at that time.

Valuations for strategic, dispute, legal or restructuring purposes are conducted by Hess Business Brokerage under the control of Christopher Hess is a Registered Commercial L.R.E.A and has the experience and knowledge to prepare both Limited Scope and Full Valuations on businesses of all types and sizes.

**The following fees and terms apply:**

Turnover of Business	Fee
Under \$2,000,000	\$2,5K
\$2,000,000 to \$5,000,000	\$4K
Over \$5,000,000	\$9,5K

**The above table may be taken as a guide. Some assignments may vary depending on complexity.**

**Terms are: 50% on engagement and 50% upon completion of report.**

### **Business Advisory Fees**

The Hess Business Brokerage team provides a strategic approach to assessing the potential value of a business and advice on actions to establish that value. This involves risk mitigation analysis, frequently involving specialist lawyers and accountants, strategic analysis on the business operations and markets.



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**OUR BASIC FEE IS STARTING FROM \$100-200 PER HOUR  
MINIMUM 4 HOURS PAID UP FRONT\*\***