

REFERENCE # GSM784

Opportunity: ACQUISITION

Swimming Pool Builder, Pool Sales, Service and Retail Store

### Business:

Top 10 Nationally ranked Pool Builder who covers all the bases with Design and Building of Quality Pools and Back Yard Oasis, Dedicated Service Department and Large Retail store to provide everything a Pool owner will need. State of the Art Design and Build including 3D Designs, Self-Cleaning Pools, Infinity Pools and so much more. This company specializes in complete back yard oasis to the specifications of the customer. Some residential jobs top \$300,000! Sales over \$10 Million with net income over \$1.7 Million.

### Market Currently Served:

Currently serving clients in the Mid-Atlantic, United States

### Opportunities

Significant upside potential from growth opportunities within the industry using the company's proven formula and scalability. The company is a highly successful business that turns a very lucrative net and is a model that can be replicated throughout any market.

### Gulfstream Mergers & Acquisitions

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### KEY FEATURES:

- 4 diverse revenue streams including; Construction, Service, Remodel and Retail.
- 30+ year track record of success as demonstrated by being voted to the prestigious Pool & Spa News Top 50 National Builder list 14 years in a row, 2005-present.
- Made up of multiple divisions and departments, all with depth within those individual divisions and departments, multiple locations, and millions of dollars in equipment and trucks.

### Real Estate:

Location 1 - Cooperate office, design/sales studio and retail storefront. Outdoor pool park where working models of inground pools are on display for prospective clients.

Location 2 - Warehouse location. This location has indoor and outdoor storage, fueling station and ample room for parking of trucks and heavy equipment.



Financial Statements	2015	2016	2017
Gross Revenue	\$8,395,319	\$10,420,485	\$10,494,137
Officer Salary	\$232,580	\$208,541	\$232,578
Officer Payroll tax	\$8,000	\$8,000	\$8,000
Payroll Non-Essential	\$180,000	\$180,000	\$180,000
Interest / Depreciation	\$102,055	\$95,567	\$65,727
Officers Life Ins.	\$25,000	\$25,000	\$25,000
Travel	\$46,547	\$33,472	\$44,377
Professional Fees			\$100,000
Early Inventory Buys	\$200,000	\$200,000	\$425,000
Company Profit	\$294,481	\$472,098	\$647,463
<b>Net Income (SDCF)</b>	<b>\$1,088,663</b>	<b>\$1,322,678</b>	<b>\$1,728,145</b>