

REFERENCE # GSM812

Opportunity: ACQUISITION

Commercial and Retail Flooring Company

### Business:

A fast-growing, full-service provider of floor covering in the commercial, residential, and retail market. Company has built a reputation for exceeding expectations on even the most demanding of jobs. Company excels in healthcare, banking, retirement, high-end new construction, educational, and retail.

Bank financing available for qualified buyers.

### Market Currently Served:

Currently serving clients in Eastern North Carolina.

### Opportunities:

A new buyer can expect to step into a well-organized business with key staff on board. They can expect to make a salary of between \$200,000 to \$300,000 per year and still have profits and cash flow. This business has not reached its maturity. Its only limitation is that of how much you choose to grow it.

### KEY FEATURES:

- 70% commercial / 30% retail revenue mix.
- 75% percent of annual sales is repeat business.
- Currently sells into the following markets: Educational, healthcare, retirement facilities, bank, county and state contracts, retail customers, commercial builders.
- The only retail store in the area with a huge selection of mid- to high-end floor covering; catering to homeowners.
- Company has built a reputation for exceeding expectations on even the most demanding of jobs.
- New products/services planned within the next 12-24 months include: New carpet, ceramic, and LVT lines. Expanding vinyl-wrapped stairs



### Real Estate:

Property consist of 8,000 sq ft facility designed and built in 2014. Building consist of showroom and professional facility with a library, conference room, and offices. All computers and software are up to date.

	2016	2017	2018
Gross Revenue	\$2,447,878	\$3,312,274	\$3,214,266
Officer Salary	\$188,061	\$262,378	\$332,797
Payroll Tax	\$8,000	\$8,000	\$8,000
Interest	\$6,706	\$108	-\$129
Depreciation	\$164,037	\$28,406	\$0
Lease	\$2,503	\$2,503	\$2,503
Admin	-\$30,000	-\$30,000	-\$30,000
Net Income	-\$43,889	\$220,547	\$320,616
EBITDA	\$148,247	\$491,942	\$633,787

### Gulfstream Mergers & Acquisitions

**CONTACT:** Jim Kniffen

**(P) 704-892.5151**

**Email:** [Info@Gulfstreammergers.com](mailto:Info@Gulfstreammergers.com)

**Please Visit us at:** [www.Gulfstreammergers.com](http://www.Gulfstreammergers.com)