

REFERENCE # GSM1207

Opportunity: ACQUISITION

Cabinet Design and Sales

Business:

An established leader in the retail cabinetry design space highest level of service while offering beautifully designed, quality cabinetry at a competitive price, this opportunity services clients in the following sectors: Builders, Designers, homeowners and DIYER's.

Located in Tennessee, this opportunity has no client concentration, and their largest client only makes up around 15% of the total sales. They have been honored with numerous awards for service, ethics, and design work.

Great staff that goes above and beyond to ensure the customers know exactly what to expect throughout the process.

Opportunities:

Adding complete kitchen and bath remodeling services and appliances should be strongly considered. This would provide a huge increase in profit.

Gulfstream Mergers & Acquisitions

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KEY FEATURES:

- Reputation – Company has provided a great customer experience for years which has established a strong reputation in the market.
- Strong Product Line – Provides a strong product line that address the needs of the market.
- Customer Loyalty - Due to their excellent service to the builder, remodeler and designer market, the end users have remained loyal. 75% of current business is based upon customer referrals.
- Employees - Employees are loyal and very experienced. They excel at their jobs.
- Location - Located in an area where the economy is strong, and the residents have resources to build or remodel their homes.



Premises:

Excellent facility that consists of show room, offices, and warehouse.

	2021	2022	2023
Gross Revenue	\$3,226,102	\$3,538,738	\$2,400,706
Depreciation	\$67,810		
Interest	\$2,571		
One Time Expense		\$45,000	\$5,000
Profit	\$576,035	\$578,294	\$432,990
EBITDA	\$646,416	\$623,294	\$437,990