

REFERENCE # GSM613

Opportunity: ACQUISITION

Premier Lighting MFG, Big Box and e-commerce

This opportunity is a manufacturer and provider of premium lighting products manufactured from architectural/commercial grade materials, primarily copper and brass. The products are sold to an upscale consumer through professional contractors and big box retailers.

Over the years, this company has evolved into a national manufacturing company supplying a select network of dealers and installing contractors throughout the United States as well as the trademarked branded program found through e-commerce divisions of big box retailers.

The company also sells products through a few international dealers in Europe and the Middle East.

Opportunities:

Numerous opportunities and roads to next level growth include Dealer Growth, Retail Growth, New Dealer Channel, Private Label Opportunity, and New Products.

KEY FEATURES:

- Business model is built around the following primary markets for products- Professional installers/contractors, National retail business through e-commerce, and the local market.
- Positioned for growth with all the necessary elements in place including a robust ERP system, retail structure for order processing, UL compliance listing through ETL, product UPC system through GS1, and a solid management team.
- Strong Repeat Business- Professional dealers, local market, and retail customers are all repeat business to some degree. Professional dealers are 100% repeat, local market includes new customer installations with service, add-ons, conversions as repeat business. Retail business typically is new consumers and repeat consumers buying through national retail chains (e-commerce sites).



Real Estate:

10,000 sq. foot building including offices, and Manufacturing. Capacity of the facility can double its current volume with just the addition of production employees to handle the increased workload.

**2021 YTD
August

| | 2018 | 2019 | 2020 | *2021 |
|-------------------|-------------|-------------|-------------|-------------|
| Gross Revenue | \$1,930,032 | \$1,771,639 | \$2,516,866 | \$1,903,536 |
| Officer Benefits | \$12,869 | \$16,375 | \$20,216 | 15,075 |
| One Time Expenses | \$1,991 | \$ | \$36,042 | \$ 2,595 |
| Company Profit | \$414,750 | \$300,550 | \$541,703 | \$440,417 |
| EBITDA | \$429,610 | \$316,925 | \$597,961 | \$458,087 |

Gulfstream Mergers & Acquisitions

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