

## REFERENCE # GSM253

Opportunity: ACQUISITION

Specialty Glass Fabrication, Sales, & Installation

### Business:

A construction glass contractor and fabricator located in Wisconsin that was founded in 1990. In the ensuing years it has grown into one of the most widely respected names in the construction glass industry. Company builds and installs glass block basement / bath / garage windows, shower panels, glass block walls, custom glass block projects, repair work for existing glass block customers, residential and multiple commercial projects (industrial buildings, gas stations, police stations, restaurants, schools, etc.).

### Opportunities:

Offers exceptional growth opportunities that can be achieved with the following: 1. Additional shift(s) can easily double the MFG production, 2. Add and develop and outside sales force. Currently has no sales representatives. 3. Plenty of room for Geographical expansion.

### KEY FEATURES:

- Estimated ten percent of total revenue is from customers picking up product and doing project themselves, vs. ninety percent of total revenue is company both building and then performing installation on-site at customer's location.
- Creates glass block windows using innovative assembly and fabrication technology to ensure that glass block panels meet important durability criteria.
- Diversified portfolio includes commercial, residential, new construction and repeat existing clients.
- General contractors - 80-95% repeat business.
- Showroom and manufacturing area in one location



### Real Estate:

Facilities include 1,900 sq. ft. building situated on a 7,600 sq. ft. parcel with customer parking. Building consists of shop with fabricating space, warehouse, office, storefront and showroom.

## Gulfstream Mergers & Acquisitions

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	2015	2016	2017
Gross Revenue	\$647,021	\$633,307	\$761,586
Officer Salary	\$49,145	\$49,444	\$49,631
Officer Payroll tax	\$4,000	\$4,000	\$4,000
Interest/Depreciation	\$3,757	\$11,227	\$14,895
Pension/Misc.	\$5,009	\$0	\$10,000
Amortization	\$16,000	\$16,000	\$16,000
Company Profit	\$141,346	\$144,102	\$166,130
<b>Net Income (SDCF)</b>	<b>\$219,257</b>	<b>\$224,773</b>	<b>\$260,746</b>