

Opportunity

BN000054133 – Outdoor Lifestyle Products Manufacturer and Wholesaler

Location: Eastern United States



The Company designs, develops, and markets outdoor living products for the garden and casual furniture sectors. Over the last twenty years, the Company has supplied its modern, stylish, and high-quality products wholesale to an average of 580 independent outdoor specialty retailers and internet retailers across the United States and the Caribbean Islands.

Bids Invited

Key Aspects

- Vertical integration allows the Company to directly source its products from manufacturers and control the product lifecycle from development through delivery
- Vast network of manufacturers spanning four continents enables the Company to diversify production sources depending on macroeconomic factors
- The Company has been in operation for over 20 years and has established a widely recognized brand name with tremendous customer loyalty
- State-of-the-art operating and ordering systems have been implemented providing the Company with exceptional operating capabilities

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$7,857	\$3,675	\$809
12/31/2021	Internal	\$12,240	\$6,051	\$2,672
12/31/2022	Internal	\$13,144	\$6,094	\$2,336
12/31/2023	Internal	\$9,008	\$4,465	\$667

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Opportunities

- Develop additional product classes to increase wallet share from existing customers
- Penetrate under-served geographies by adding sales team depth and opening additional showrooms
- Market products direct-to-consumer through eCommerce and brick-and-mortar sales channels
- Expand marketing efforts to sell products in numerous untapped channels including hospitality, contract, designer, hardware, and more

Headquartered

- Eastern United States

Current Markets

- The Company primarily sells its products to outdoor specialty retailers throughout North America and the Caribbean

Real Estate

- The Company operates out of a 71,820 sq. ft. facility containing warehouse, office, and showroom space
- The Company also leases a 5,496 sq. ft. showroom in a large metropolitan city in the Southern United States
- Both facilities are leased from unrelated third parties

Shareholder Objectives

- The Company has four owners; two of whom are active in the management of the Company
- All four owners agree with the sale of the Company and the two active owners are interested in remaining with the Company

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