

Opportunity

BN000037820 – Custom Countertop and Cabinet Designer, Manufacturer and Installer

Location: Eastern United States



The company designs, manufactures and installs booths, seating, countertops, casework and bars for commercial construction throughout the Mid-Atlantic region.

Bids Invited

Key Aspects

- Designs, manufactures, fabricates, and installs products from one location
- Strong customer service reputation from over 34 years of experience
- 80% repeat business
- Only stone fabrication facility in immediate area
- Trusted supplier network

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2016	Internal	\$3,889	\$1,802	\$466
12/31/2017	Internal	\$4,424	\$1,903	\$646
12/31/2018	Internal	\$4,589	\$2,809	\$627
12/31/2019	Internal	\$4,510	\$2,987	\$740
12/31/2020	Internal	\$3,936	\$2,032	(\$42)

* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

Tyrus O'Neill
oneill@benchmarkintl.com
615-924-8950

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Benchmark International | 3100 West End Avenue | Suite 150 | Nashville | Tennessee | 37203 | T: 1 615 924 8950 | F: 1 813 280 9871

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Opportunities

- Expand presence to surrounding states
- Develop growth opportunity in the stone countertop and upholstered seating departments
- Grow residential services to reach a broader variety of clients
- Locate and develop additional connections with construction managers to secure more projects

Headquartered

- Eastern United States

Current Markets

- The company currently serves commercial and residential construction contractors in the Mid-Atlantic United States

Real Estate

- The company operates from a 26,000 sq. ft. facility leased from an affiliated entity. There is room to grow in the current location which is about 70% utilized. Management prefers a sale of the property along with the business.

Shareholder Objectives

- The owner is seeking an exit for retirement purposes. He is open to remaining on with new ownership for a transition period of up to one year.

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