

Opportunity

BM011565 – Award Winning Fiberglass Pool Manufacturer & Installer

Location: Southwest US



The Houston-based company is a manufacturer and installer of fiberglass pools and spas. The company also offers renovation services and a selection of over two dozen pool models. It sells to residential and commercial accounts as well as approved dealers in Texas market and several other states.

Bids Invited

Key Aspects

- Located in the #1 pool market in the country
- Family-owned business for over 50 years
- Great reputation and winners of 9 BBB Awards for Service
- Owns over two dozen fiberglass molds
- Strong and diverse client base
- Sells to wholesale and dealer accounts
- 40% repeat business
- Sales: 80% manufacturing & install; 9% renovations; 11% retail

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$2,577	\$1,009	\$444
12/31/2021	Tax Returns	\$3,701	\$1,538	\$903
12/31/2022	Tax Returns	\$3,124	\$243	(\$744)
5/31/2023	YTD	\$1,767	\$769	\$342

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

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Opportunities

- Open maintenance division
- Sell to more local retail
- Increase focus on dealer installer and wholesale accounts
- Improve internet presence and marketing
- Implement dedicated sales team
- Export fiberglass pools to high-demand market outside of Texas (California, Arizona, Florida)
- Open additional manufacturing facilities around Texas and the US

Headquartered

- Houston, Texas

Current Markets

- The majority of clients are middle to upper class homeowners, local retail, and authorized installers in the Houston metropolitan area. The company also serves commercial accounts such as hotels, apartments, wholesale, and other authorized dealers that serve major cities in the United States.

Real Estate

- The company leases a manufacturing facility from a related third party. The property can be included in the deal if desired.

Shareholder Objectives

- The sole owner is seeking a sale of the company to find a balanced lifestyle. He is interested in remaining on long-term to allow for a smooth ownership transition.