

# Opportunity

## BM021516 – Stone Fabricator and Installation Company

Location: Oklahoma



The offering is an Oklahoma-based company that offers a selection of premium countertop surfaces for the residential and commercial markets.

## Bids Invited

### Key Aspects

- Operating for more than 25 years
- Ability to meet high production demands with state-of-the-art facilities and a well experienced team
- Outstanding management team that embodies loyalty, passion for the job, and years of industry experience
- Digital production technology yields high-quality products with efficient speed at low costs
- Outstanding client reviews speak to the company's remarkable reputation and workmanship
- Two elaborate showrooms that cater to luxury clientele

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Tax Returns	\$4,174	\$1,351	\$146
12/31/2021	Tax Returns	\$4,380	\$1,562	\$333
12/31/2022	Tax Returns	\$4,023	\$1,401	\$277
9/30/2023	Draft	\$2,471	\$972	\$295

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

**Southwest Team (L)**  
**swteam@benchmarkintl.com**  
**(512) 347-2000**

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### Opportunities

- Hire motivated and industry-specific sales associates to supplement growing project opportunities
- Implement an estimator role in the company to actively pursue the substantial commercial market in OK
- Expand service area to include other surrounding cities and neighboring states
- Further develop advertising campaigns, marketing efforts, and sales strategies
- Create efficiencies by assigning dedicated employees to oversee specific operational roles

### Headquartered

- Oklahoma

### Current Markets

- The company serves new construction, commercial, multifamily, and retail markets throughout Oklahoma. The company will also service areas within an eight-hour drive radius.

### Real Estate

- The company operates from two separate facilities leased from two unrelated third parties. The operational real estate includes a high-capacity production facility with five office spaces and an attached retail showroom as well as a standalone showroom. All leases are assumable by new ownership.

### Shareholder Objectives

- The two majority owners are seeking an acquirer to take the company to the next level and are open to various deal structures. Both expect to stay for a reasonable transition time.

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