

FOR SALE: B2B Fabrication & Millwork in a Newly Upgraded Facility

Over \$7 Million in Backlog!

Financial Overview

List Price: **\$3,825,000**

Gross Sales

2022	2021	2020
\$8,345,542	\$5,241,624	\$5,054,600

Cash Flow

2023 Ann.	2022
\$1,184,541	\$1,061,437

Valuation: 2022 Cash Flow x Multiple = Valuation
 \$1,061,437 x 3.6 = \$3,821,173

Assets Included in Purchase: \$3,316,132

Equipment: \$367,922: CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, state of the art spray booth for finish work, all of the equipment/tools needed

Vehicles: \$166,331: 2 Box Trucks, 1 pick-up, 2 trailers and 2 vans

2022 Leasehold improvements: \$170,000

Working Capital: \$2,611,879

- A/R: \$2,884,749
- A/P: \$272,870

Business Information

Services: Fabrication and manufacturing of commercial millwork & cabinetry, no installation.

Client Types: Schools & Universities, Hospitals, Government Buildings, Offices, Detention Centers and Churches.

Backlog: Over \$7,000,000

Personnel: 26: 5 Leadership, 4 Admin, 11 Shop, 6 Field – General Manager, Shop Foreman, Estimator, Production Manager, Project Manager, 11 Fabricators and Subcontracted Installers as needed.

Building Space: 14,000 sq. ft. shop with offices.

Location: Salt Lake City, UT.

Service Area: Southwest US Region: Utah, California, Idaho, New Mexico, & Hawaii.

Established: Nearly 30 years (1995)

Reason for Selling: Retirement/Age

Current Owner's Responsibilities: General oversight – does not manage day to day operations, more "Big Vision"

Seller Training Period: Will stay on 2-3 years.

Growth Opportunities: Continue following GCs to high-net-worth areas like Hawaii.

No Affiliations: They are not MBE, WBE, veteran-owned or union.

Funding Example

Purchase Price: **\$3,825,000**

12.5% Buyer Down Payment	\$478,125
12.5% Seller Financing	\$478,125
75% Bank Loan	\$2,868,750

A 12.5% down payment of \$478,125 returns \$502,079 in the first year after debt payments!

Description

Over the last 3 decades, this fabrication & millwork operation has served a repeat base of commercial clients; ranging across schools/universities, hospitals, churches, detention centers and office buildings. They have a focused service area in the Southwest US. Operating out of a 14,000 sq. ft. fabricating facility in Salt Lake City, which they recently moved to keep up with the year-over-year growth, in fact, they are experiencing a higher-than-normal backlog of over \$7M! The owner is removed from the daily roles, he is more of the "Big Vision" and general oversight of his key people. After 30 years, he is retiring, but is committed to a 2–3-year transition to ensure ongoing success of the business. He is also willing to finance 10-15% of the purchase price. Known for high quality, specialized manufacturing of cabinetry and related goods, there is a tenured team of 26, including 5 in Administration, 11 in the Shop, and 6 in the Field. They have an expert leadership team running the day-to-day operations, made up of a General Manager, Shop Foreman, Production Manager, and a Project Manager. There is over \$3 million in assets with the purchase, which includes CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, 1 pick-up, 2 trailers, 2 vans, 2 box trucks and all of the additional equipment and tools needed to operate the business. There are no affiliations or special certifications associated with this business, meaning they are not MBE, WBE, veteran owned, union, etc.

Priced at **\$3,825,000**, this business comes with a proven history, a tenured staff, and reliable client base, allowing for a buyer to step in and continue operating and growing successfully from day one. A 12.5% down payment of \$478,125 returns \$502,079 in the first year after debt payments!

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