



# PROFITABLE BUILDING MATERIALS & HARDWARE CENTER

## 2 Idaho Locations

### THE COMPANY

This profitable two-location Building Supply Center is well established and continually profitable, in spite of being absentee owned. Each location has been the main player in its community for over 30 years, with many long term employees on staff. As members of the Do It Best member-owned Co-op they get all the benefits of a national brand while still being locally owned.



### THE BUSINESS

Both locations continue to thrive as new residents build retirement homes, tourism continues to rise, and new mining operations start up in the area. The company has experienced double digit sales growth each of the last two years and is on track to hit that milestone again in 2018. Both locations operate in company-owned facilities that are clean, well maintained, and well merchandised. The company sells to the general public as well as contractors and has a diverse customer base. Competition for building materials comes primarily from out of area firms. Local competition for hardware comes from Ace Hardware, existing since 2006. The current owners are absentees with experienced on site staff running each location.

### THE LOCATIONS

The larger of the two stores is 33,500 SF in size and located in a community of 3,500 residents. With a 5.2 acre lot there is more than enough room to sustain future growth. The smaller store operates in a 4,500 SF retail space with 0.85 acres of total land right in the heart of downtown. There is an additional lot and office/retail space across the street on a .449 acre lot. The current owners use this lot for parking and storage. They are also remodeling the inside to be showroom space for doors, flooring, trim, etc.

### THE REASON FOR SELLING

The passive owners are transitioning into retirement and would like to transfer their turn-key operation to a new owner. Management will stay or is willing to help assist the new owner during the transition of ownership.

### THE POSSIBILITIES

This would be an ideal acquisition for a current industry operator or someone new to the industry. The owners have already acquired a 10 acre parcel (included in the sale) in the same area as their smaller location. This area could be used to build a larger building materials yard, an equipment rental center, and a larger retail store.

### ASKING PRICE

## Negotiable

(Real Estate Sold Separately)

### TERMS:

Owner Will Carry with Adequate Down Payment

### ASSETS

(as of 10/09/18)

Furniture, Fixtures & Equip. (Cost)	\$300,000
Inventory (Cost)	1,600,000
Receivables	<u>400,000</u>

**Total Assets (w/o Real Estate) \$2,300,000**

Variable vendor debt current, seller will pay \$400,000

All values provided by Seller

### INCOME STATEMENT SUMMARY

	2017	2018 Est.
Gross Sales	\$5,804,606	\$6,500,000
Net Income	\$139,177	
<b>EBITDA**</b>	<b>\$193,561</b>	<b>\$200,000</b>

\*\*Earnings Before Interest, Taxes, Depreciation and Amortization after \$60,000 imputed rent expense and full rent paid (management salaries included)

Financial information provided by Seller

### Request Additional Information:

TO RECEIVE FURTHER INFORMATION, sign and return the [Confidentiality Agreement](#) found on our web site. If you prefer, this agreement can also be requested by contacting the agent listed below.

**Chip Langerak**

Call 208-535-9905

chip@arthurberry.com

**Art Berry**

Call 208-336-8000

art@arthurberry.com