

Retail Glass – Sale and Installation



Headquartered in Idaho

Est. 2018 Revenue \$1.2 million | Est. 2018 EBITDA \$83,000



The Company is a custom glass specialist catering to the residential, commercial, and auto sectors. The Company is an authorized dealer for a variety of manufacturers. The Company's experienced technical staff members also perform installation services for customers. The Company is involved in new construction and replacement projects. In recent years, the Company has successfully expanded its business through its relationships with property managers and contractors. The Company's has 10+ full-time, non-union staff. The Company has 5,000+ square feet that provides ample capacity to accommodate substantial growth.

Recast Historical and Pro Forma Statement of Income (\$000)

	2015	2016	2017	E2018	2019	2020	2021	2022	2023
Sales	747	1,034	1,058	1,200	1,300	1,400	1,500	1,600	1,700
% Growth	--	38.4%	2.3%	13.4%	8.3%	7.7%	7.1%	6.7%	6.3%
Gross Profit	404	600	576	672	732	792	853	915	977
% of Sales	54.1%	58.0%	54.4%	56.0%	56.3%	56.6%	56.9%	57.2%	57.5%
EBITDA	(55)	72	5	83	83	118	118	152	152
% of Sales	-7.4%	7.0%	0.5%	6.9%	6.4%	8.4%	7.9%	9.5%	8.9%

Investment Considerations

- **The Company generates revenue from two key areas:**
 - **Installation (53% of 2017 revenue):** The Company performs all installation work in-house. However, any related stucco and framing work is subcontracted.
 - **Materials (27%):** The Company positions itself as a supplier and installer for a wide range of glass products including commercial store front systems, glass doors, skylights, screens, shower and tub enclosures, and table and desk tops.
- **Strong Customer Relationships:** Management has focused efforts on expanding relationships with property managers and contractors. The Company generates an estimated 75% of revenue from repeat customers.

For more information, please sign the NDA

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