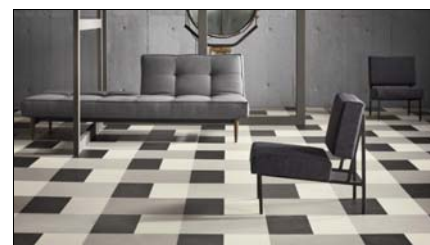


Sales and Installation of Flooring Products



Headquartered in Utah

Est. 2018 Revenue \$1.75 million | Est. 2018 EBITDA \$175,000



The Company specializes in the sales and installation of specialty flooring products. In 2017, revenue was generated from flooring products (56%) and installation services (44%). The Company's customer list has over 4,500 flooring customers in their database and performs approximately 400 to 500 jobs per year. The Company caters to a higher-end customer. The Company's has 10+ full-time, non-union staff. The Company operates from its 6,000 square-foot showroom and warehouse. The owner is willing to remain with the Company for a mutually agreeable period after a transaction to facilitate an orderly transition to new ownership.

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

	2015	2016	2017	E2018	2019	2020	2021	2022	2023
Sales	1,554	1,332	1,540	1,750	1,900	2,050	2,200	2,350	2,500
% Growth	--	-14.2%	15.6%	13.7%	8.6%	7.9%	7.3%	6.8%	6.4%
Gross Profit	568	494	573	647	703	758	814	869	925
% of Sales	36.5%	37.1%	37.2%	37.0%	37.0%	37.0%	37.0%	37.0%	37.0%
EBITDA	135	70	126	175	206	238	271	305	342
% of Sales	8.7%	5.2%	8.2%	10.0%	10.8%	11.6%	12.3%	13.0%	13.7%

Investment Considerations

- **Non-Owner Management in Place:** Current ownership works part-time in the business, and a general manager (hired in 2004) manages day-to-day operations.
- **Diversified Customer Base:** The top five customers in 2017 collectively generated 15% of revenue. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.
- **Outstanding Growth Opportunities:** The Company has opportunities to expand into other markets, offer additional services, franchise, market to commercial contractors, and partner with other home remodeling trades.
- **Superior Name and Reputation:** The Company specializes in providing exceptional customer service and guaranteed products, and has built business on a reputation for delivering quality.

For more information, please sign the [NDA](#)

Chip Langerak, Agent

Tel: (208) 535-9905 Fax: (208) 345-0609

Email: clangerak@generational.com

Client #61890

www.Generational.com | www.DealForce.com

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Equity and while believed to be correct has not been verified. Accordingly, Generational Equity makes no representations or warranties as to accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Equity shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Equity of this document. At all times Generational Equity and its affiliate network members is an agent for the seller and not for the buyer. **Generational Equity's fees are paid by the seller.**