

# PREMIUM MATERIALS DISTRIBUTOR / INSTALLER

Blaine County, Idaho Location

## THE COMPANY

This company provides a high-growth specialized construction solution for sophisticated customers in one of Idaho's most treasured areas. It has an elite niche with little competition, consistent demand and premium profitability. The Company has been in the area for 22 years and is one of the most trusted vendors, winning the 'Best of The Valley' award for eight years running. Financially, it has exhibited tremendous growth on the top line and bottom line with a four-year sales CAGR of 28% and a four-year adjusted EBITDA growth of 42%. With an 'asset lite' fair market value of ~\$248,000, the company is doing ~\$5,200,000 in Revenue. Operating from Blaine County, its clients consist of high-end residential and commercial customers, and local contractors. The Company's 18+ employees love to work in the area and enjoy the atmosphere and culture the owners have cultivated; resulting in attractive years of service in a labor challenged area. The Company has built favorable costing with their network of suppliers and premium pricing with its customer base, manifesting into favorable profitability.

## THE LOCATION

The business is located in three closely proximate work-live business condos (~4,800 square feet). All units have plumbing, heat, and bathrooms, with two of the units containing kitchens and showers. The primary location houses a warehouse, showroom, and office space, while the adjacent space serves as a warehouse and workshop, and the third is used as an overflow workshop. The sellers believe a new buyer may only need the two larger units (~3,900 square feet) to expand and grow the business to >\$6,000,000 in sales. The sellers are making the units available for lease and an attractive lease rate has been included in the listing financials. Further, a new buyer could move the business to another location to consolidate.

## THE STRENGTHS

Founded with a commitment to artisanal craftsmanship, the Company has established itself as a trusted name in the industry, delivering exceptional quality and personalized service. With the focus of serving the distinctive needs of clients in mountain ski towns, the business has carved a niche as the go-to source. The Company uses top-quality materials; a selling point with the clients they service, and has rationalized its customer base to focus on its core clients and competencies. It enjoys premium pricing due to its focused offerings, close supplier relationships, platinum customer service, reputation and ownership of the high-end market. The business comes with fully equipped facilities, skilled personnel and established processes, making it a turnkey opportunity for a new owner.

## THE REASON FOR SELLING

The founder/sellers have decided they'd like to move to a new chapter of their lives but are excited to see what new buyers can do to grow this tremendous brand.

## THE IDEAL BUYER

The ideal buyer would reside in Blaine County and be an active part of the business. Further, the sellers have prepared existing valued employees that would step-up to leadership roles, allowing the new owner to have more work/life flexibility. This is a great opportunity to step into a business with a solid foundation, stellar reputation, consistent demand and growth potential.

## THE POSSIBILITIES

Its current product niche and share of wallet ownership in the immediate area will provide continued growth; new custom offerings and complementary products, expanded locations and markets, plus more marketing and enhanced online presence would grow the company at an even faster rate. This area of Idaho is focused on premium residences and exclusive building materials, creating a perfect match for accelerated growth.

## ASKING PRICE

**\$3,300,000**

## TERMS:

Cash

## ASSETS

Furniture, Fixtures & Equipment	\$270,658
Inventory	55,000
Goodwill	<u>2,974,342</u>

**Total Assets** **\$3,300,000**

*All values provided by Seller*

## INCOME STATEMENT SUMMARY

	2023	2022	2021
Gross Sales	\$5,220,269	\$4,514,854	\$3,688,387
Cash Flow	<b>\$903,889</b>	<b>\$618,358</b>	<b>\$757,379</b>

**2023**  
Updated

## REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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