

# PREMIUM MATERIALS DISTRIBUTOR / INSTALLER

## Blaine County, Idaho Location

### THE COMPANY

This company provides a high growth specialized construction solution for sophisticated wholesale customers in one of Idaho's most treasured areas. It has an elite niche with little competition and premium profitability. The company has been in the area for 23 years and is one of its most trusted suppliers, winning the 'Best of Sun Valley' award for nine 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 44%. 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 customers, commercial customers, and local builders and contractors. The Company's 18+ employees love to work here and enjoy the small family atmosphere and culture the owners have cultivated; resulting in attractive years of service in a labor challenged area. Over the years, the company has built favorable costing with their suppliers and premium pricing with its customer base, manifesting into favorable profitability.

### THE LOCATION

This company is located in two adjacent work-live business condos in a centralized valley area (~4,000 square feet). All units have plumbing, heat, and bathrooms, with two of the units containing kitchens and showers. One is used as a workshop for custom designs, one serves as a warehouse, showroom, and office space. The sellers believe a new buyer would only need the two units to expand and grow the business to >\$6,000,000 in sales.

The sellers are making the condos available for lease for a new buyer and an attractive lease rate has been included in the listing financials. Further, a new buyer could easily move the business to another location, maybe to consolidate under one footprint.

### THE STRENGTHS

The company uses fully organic wood materials; a selling point with the high-end clients they service. In addition, over the years the company has rationalized its customer base to focus on its core high end clients and competencies, minimizing exposure to lower end clients and transactional services like installation. It enjoys premium pricing due to its focused offering, close supplier relationships, platinum customer service, and ownership of the high-end market.

### 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 who would step up to leadership roles, allowing the new owner to have more work/life flexibility.

### THE POSSIBILITIES

Its current product niche and share of wallet ownership in the immediate area will provide continued growth; adjacent products such as luxury vinyl flooring or tile, locations, increased installation services, new custom designs, and more marketing 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. Further, expansion into other mountain towns such as Jackson and Park City would provide additional revenue and margin 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

	2024 (thru June)	2023	2022
Gross Sales	\$2,437,780	\$5,220,269	\$4,514,854
Cash Flow	<b>\$452,216</b>	<b>\$903,889</b>	<b>\$618,358</b>

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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