



John Naayers, President

BUSINESS OFFERING SUMMARY

Full Service Countertop Business – Ohio

Business Description: This business has been providing quality countertop products and services for nearly 30 years. It is a technically advanced countertop manufacturing and custom surface fabricator servicing residential, commercial and wholesale customers. This business has a well-known name in its industry and carries a superb reputation and customer base/following. It offers an array of products, including, custom surfaces for kitchens, vanity tops, shower pans, shower walls, back-splashes, custom bowls, fireplace surrounds, windowsills, and custom furniture. Such are manufactured from laminate, solid surface, quartz, and natural stones. Its team consists of highly experienced stone fabricators, designers, programmers, installers and management. It operates from a well maintained 20,000 sq. ft. building, which is comprised of 12,000 sq. ft. of fabrication shop, 4,000 sq. ft of warehousing and 4,000 sq. ft. of shared office / showroom space.

Financial Performance:

Gross Revenues exceeded \$3.4M in 2018 and \$3.5M in 2019. Despite COVID-19, Gross Revenues in 2020 were just under \$3M. Gross Revenues for 2021 are anticipated to exceed \$3.25M.

Normalized Annual EBITDA approaches \$500K (factors in an \$85k replacement GM salary)

Why a Tremendous Opportunity – Major Attributes:

- ❖ Consistent \$3M+ annual sales
- ❖ Tremendous ADJUSTED EBITDA / SDE
- ❖ Established Customer Base / Vendor Support and Pricing
- ❖ Turn-Key Team in Place
- ❖ A+ BBB Rating, Great Reputation and Google Reviews
- ❖ Owner will transition and consult

Reason for Selling: Retirement

Asking Prices:

Business: \$1,500,000 plus Inventory (anticipated at \$800,000)
Real Estate: \$850,000

If you have an interest in further exploring this opportunity, please contact me by phone or email. The signing of a Confidentiality Agreement will be required before the identity or Selling Memorandum will be released.