

# FOR SALE: Fabrication & Manufacturing of Millwork with Passive Owner

100% B2B with \$6M in Backlog!

## Financial Overview

**List Price: \$5,450,000**

### Gross Sales

2024	2023
\$7,183,398	\$6,158,754

### Cash Flow

2024	2023
\$1,232,175	\$1,265,449

**Valuation:** 2024 Cash Flow x Multiple = Valuation  
 \$1,232,175 x 4.45 = \$5,483,178

## Assets Included in Purchase: \$2,039,262

**Equipment:** \$421,858: CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, state of the art spray booth for finish work, all the equipment/tools needed

**Vehicles:** \$147,404: 2 Box Trucks, 1 pick-up, 2 trailers and 2 vans

**Leasehold Improvements:** \$170,000

**Working Capital:** \$1,300,000

## Business Information

**Services:** Fabrication and manufacturing of commercial millwork & cabinetry

**Client Types:** Schools & Universities, Hospitals, Government Buildings, Offices, Detention Centers and Churches

**Backlog:** Over \$6,000,000

**Reason for Selling:** Retirement/Age

**Owner's Role:** General oversight – does not manage day to day operations, he is more "Big Vision." The owner has mentored the President to control all aspects of the business

**Personnel:** 27: 5 Leadership including the President, 7 Admin, 9 Shop, 6 Field – General Manager, Shop Foreman, Estimator, Production Manager, Fabricators and Subcontracted Installers as needed

**Seller Training Period:** Will stay on 2 years

**Established:** Nearly 30 years (1995)

**Service Area:** Southwest US Region: Utah, California, Idaho, New Mexico, & Hawaii

**Location:** Salt Lake City, UT

**Building Space:** 14,000 sq. ft. shop with offices

**Growth Opportunities:** Continue following GCs to high-net-worth areas like Hawaii

**No Affiliations:** They are not MBE, WBE, veteran-owned or union

## Funding Example

**Purchase Price: \$5,450,000**

<b>10% Buyer Down Payment</b>	\$545,000
<b>10% Seller Financing</b>	\$545,000
<b>80% Bank Loan</b>	\$4,360,000

## Description

Over the last 3 decades, this fabrication & millwork operation has served a repeat base of commercial clients; ranging across schools/universities, hospitals, churches, detention centers and office buildings. Operating out of a 14,000 sq. ft. fabricating facility in Salt Lake City, which they recently moved to keep up with the year-over-year growth, in fact, they are experiencing a higher-than-normal backlog of over \$6M! Known for high quality, specialized manufacturing of cabinetry and related goods, there is a tenured team of 27, including 5 in Leadership, 7 in Administration, 9 in the Shop, and 6 in the Field. They have an expert leadership team running the day-to-day operations, made up of a General Manager, Shop Foreman, Production Manager, and a Project Manager. The owner is removed from the daily roles, he is more of the "Big Vision" and general oversight of his key people which includes the President, whom he has mentored to operate the company. After 30 years, he is retiring, but is committed to a 2–3-year transition to ensure ongoing success of the business. He is also willing to finance 10-15% of the purchase price. There is over \$2 million in assets with the purchase, which includes \$1,300,000 in Working Capital, plus \$170,000 in new buildout, and nearly \$600,000 in equipment, vehicles and tools needed to operate the business. They have a focused service area in the Southwest US. There are no affiliations or special certifications associated with this business, meaning they are not MBE, WBE, veteran owned, union, etc.

Priced at **\$5,450,000**, this business comes with a proven history, a tenured staff, and reliable client base, allowing for a buyer to step in and continue operating and growing successfully from day one. Growth opportunities include continuing to follow GCs to high net-worth areas like Hawaii. This business has no affiliations or special designation such as MBE, WBE, Veteran owned or Union.

**- CONFIDENTIAL -**

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