

## ***FOR SALE***

# **MARKET-LEADING WOOD BUILDING COMPONENT MANUFACTURER**

This successful and growing company leads the East Coast market in the design and manufacture of custom architectural wood building components. The company has served ultra-luxury residential and high-end commercial and institutional clients for decades. Products range from historic reproductions to contemporary creations.

The 20 staff are based in a state-of-the art 23,000 sf production facility located in the Northeast. The facility was custom designed to optimize work flow. There is capacity to readily accommodate growth.

Current ownership is seeking to transition to retirement after the company's sale, but is willing to negotiate staying on to provide general management and sales support for several years.

2022 finished strongly with impressive growth in sales and earnings. Sales reached \$4.43M with Seller's Discretionary Earnings [SDE] of \$923,000.

Market demand is robust and would support a more aggressive organic growth rate under new ownership. The contracted backlog is hefty, with \$4.1M in booked work yet to be produced. The growing company is on track to top \$5M in sales in 2023 with earnings as SDE of over \$1M.

Company value drivers include:

- Premier brand recognition within the luxury custom market.
- Resilient high-end market that is essentially immune to economic recessions.
- Long-standing collaborative relationships with top architects and custom builders.
- Repeat referrals from prominent designers, builders and clients.
- Significant untapped market potential.
- Diversified client base with no customer concentration issues.
- Sales not subject to seasonality.
- Talented, experienced and committed employee team.

*For more information regarding this acquisition opportunity, please contact:*



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