



NICHE TRADE CONTRACTOR

Southwest Idaho Location

THE COMPANY

Want to work with a product you can be proud of? This company manufactures, sells, and installs a specific type of external product. In business for over 25 years, this company's reputation is so strong that almost all new clients come from word-of-mouth. There are few competitors and this is currently the only company that installs this product exclusively.

This company has four full-time employees as well as the owner who works full time. The company is closed for about three months in the winter! Revenues are generated while working only about nine months a year!

The Owner has created many systems to ensure consistency backs up the business's excellent reputation, jobs are completed on-time and on budget, and training new employees goes smoothly. The company has experienced excellent growth with revenue up about 18.5% and 24% in 2017 and 2018 respectively with more growth expected in 2019! This company is profitable!

THE LOCATION / FACILITY

Located just outside Boise, Idaho, this company operates on a +/-1.5 acre parcel that includes a +/-1,800 square foot shop, outside storage shed, and lots of yard storage with excellent visibility from a high-traffic highway! The shop has special equipment for processing the products installed by the company. Most of the raw materials, however, are purchased from high volume production suppliers in the vicinity. The seller is interested in selling the property and building with the business.

THE REASON FOR SELLING

The owners have enjoyed the flexibility of this business but have been made a very compelling alternate employment offer. The business is doing well and the owners have positioned it strongly for transfer to a new operator with training and marketing manuals.

THE IDEAL BUYER

This business is perfect for someone who wants a job with flexibility or an existing company with a complementary offering (e.g. landscaping, general construction, selling sheds, etc.). The Owner can manufacture more products to make more profit or lean on suppliers to free up more time.

THE POSSIBILITIES

This business could be an excellent fit for another company offering outside services to the residential market such as a landscape company.

ASKING PRICE
\$400,000

TERMS:
Cash

PRICE ALLOCATION*

Equipment	\$121,000
Inventory	25,000
Goodwill	64,000
Real Estate	<u>190,000</u>

Total Asking Price **\$400,000**

**All values provided by Seller*

INCOME STATEMENT SUMMARY

2018 Gross Sales	\$484,730
2018 SDE**	\$89,232

Profit & Loss data provided by Seller

***SDE = Seller Discretionary Earnings*

Request Additional Information:

TO RECEIVE FURTHER INFORMATION, sign and return the [Confidentiality Agreement](#) found on our web site. If you prefer, this agreement can also be requested by contacting the agent listed below.

Randy Limani
Call 208-639-6172
rlimani@arthurberry.com