

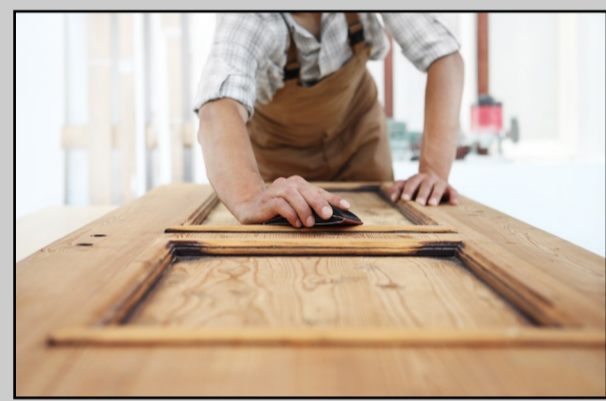
2020 Revenue
Est.
\$1,900,000

2020 EBITDA
Est.
\$133,000

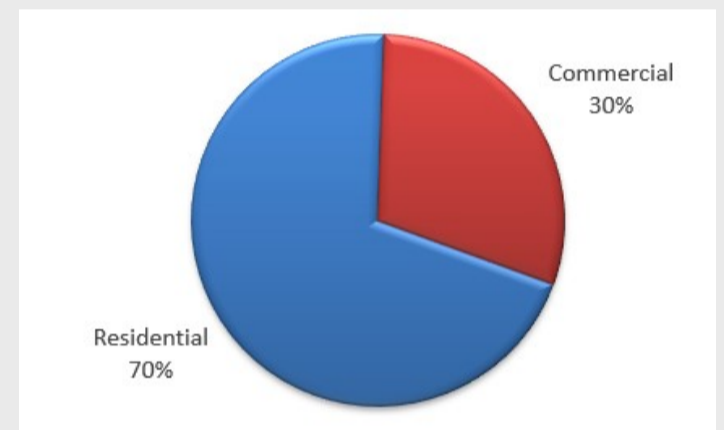
BUSINESS HIGHLIGHTS

The Company specializes in creating residential and commercial millwork packages of moldings, doors, stair parts, hardwood flooring, and many more wood products and hardware. The product mix includes doors (27% of sales), casing and base molding (20%), stair parts (13%), and other trims and finishing (36%).

The Company serves architectural design/build firms (36% of LHY revenue), lumber yards (40%), custom home builders (12%), cabinet dealers (4%), dealers (4%), and homeowners (4%). The Company operates out of its own 12,500 sq. ft. facility that can support growth.



Customer Market Mix



COMPANY STATS

15 yrs of operations

Strong regional presence

12 Full-time employees

GROWTH OPPORTUNITY

Hire Additional Employees

Develop Sales/Marketing

Geographic Expansion

INVESTMENT APPEAL

- **Specialized Expertise** - The Company is known for its expertise in producing complete trim packages, all with a cabinet grade finish - whether it's matching existing mouldings, or creating a custom moulding - the trims are milled to exact specifications in whatever wood species and stain color the customer desires. These trim packages can include doors, stair parts, hardwood flooring, all stained to go with the trims, which can be job site delivered by the Company.
- **Annuitized Revenue Stream** - The Company has a 92% rate of recurring customer revenue. Its lumber yard customers and other dealer markets order on a regular basis to support their inventory and sales projections; and the Company is sole-source, or primary source, for other contractor and architect firms.
- **Rising Gross Profit Trend** - Gross margins expanded from 24% to 30% in 2019, and are expected to reach 32% or higher in 2021, due to recent equipment additions that reduce labor costs.
- **Recent Capacity/Infrastructure Upgrades** - The Company added an automated spray line 2018 and an automated optimizing rip saw in 2019, adding significant capacity and efficiency to the Company's already streamlined production process.

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