

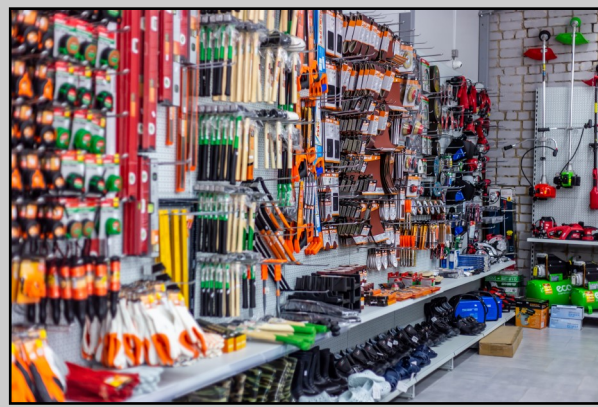
2020 Revenue
Est.
\$1,600,000

2020 Cash Flow
Est.
\$162,000

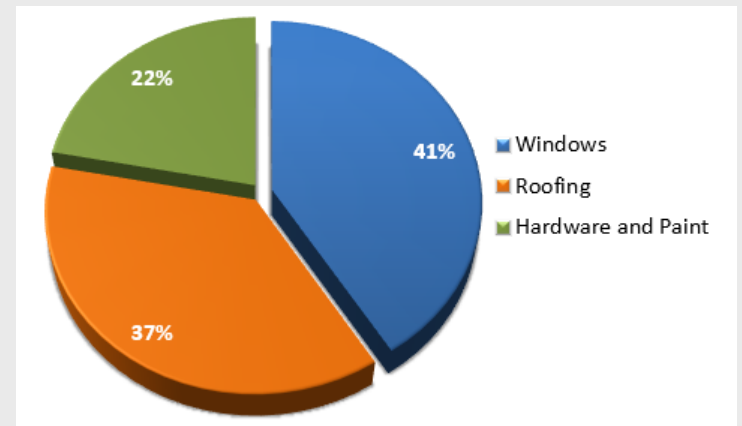
BUSINESS HIGHLIGHTS

The Company specializes in selling building materials. . The Company is a one-stop-shop for home builders, offering all types of the supplies from lumber to roofing, windows, paint, and hardware. The Company primarily serves construction contractors (67% of 2019 revenue) as well as homeowners (28%) and walk-in customers (5%) mainly in its local market (65% of revenue) as well as beyond (32% within a 50-mile radius and 3% beyond a 50-mile radius).

The Company operates out of a 3,000 square foot shareholder-owned facility.



Product Revenue Mix



COMPANY STATS

17 yrs of operations

Superior reputation

4 Full-time employees

GROWTH OPPORTUNITY

Hire Additional Employees

Develop Sales/Marketing

Geographic Expansion

INVESTMENT APPEAL

- **Strong Client Relationships** - The Company has many longstanding client relationships and a high rate of repeat and referral business. The Company's top four customers in 2019 have all been doing business with VLC since 2004.
- **Strong Net Working Capital** - The Company's current and quick ratios were 8.6 and 2.7, respectively, at December 31, 2019. Ratios above 1.0 generally indicate strength in a company's ability to meet short-term obligations .
- **COVID-Resistance** - Through the first nine months ended September 30, 2020, revenue reached over \$1,184,000, with cash flow above 10% of revenues. This solidifies the Company's conservative year-end base year revenue of \$1.6 million, and cash flow of \$162,000.
- **Projected Industry Performance** - The value of US new residential home construction and renovations, an indicator for home centers and hardware stores, is forecast to grow at an annual compounded rate of 5% between 2020 and 2024.

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