

FOR SALE: Custom Architectural Cast Stone Manufacturers- No Installation

Skilled Team and Excellent Reputation Led to 90% Repeat Client Base!

Financial Overview

List Price: **\$2,850,000**

Gross Sales

2021	2020	2019
\$2,103,153	\$2,108,302	\$2,069,828

Cash Flow

2021	2020	2019
\$679,456	\$451,679	\$411,323

- **Profit Margin:** 32%
- **Multiple:** 4.2

Valuation: Cash Flow x Multiple = Valuation
 \$679,456 x 4.2 = \$2,853,715

Assets Included in Purchase: \$2,010,615

Vehicles & Equipment: \$1,800,000

Working Capital: \$146,615 =A/R: \$384,868-A/P: \$238,253

Improvements: \$64,000

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2010

Location: Cortland, IL

Service Area: Chicagoland area, primarily in the NW suburbs of Chicago, they do some work throughout the Midwest.

Services: Manufacturing architectural cast stone for exteriors. They do not install or self-perform any labor.

Clients: 90% Repeat Client Base: Their primary clients are general contractors and mason contractors. They handle municipal work (75%), commercial work (20%), and residential work (5%)

Lease: 17,000 sq. ft. for \$8,600/month

Reason for Selling: Retirement Planning

Personnel: 19: 1 sales, 1 production manager, 1 drafter, 1 supply manager/job scheduler, 1 plant manager, 2 mold shop workers, 12 plant production laborers.

Seller Training Period: 1-2 years

Growth Opportunities: The current space allows for significant growth in production if new ownership increases the staff.

Current Owners' Responsibilities: Bookkeeping, and some deliveries to check quality control and shake hands with the crewmen.

Funding Example

Purchase Price: **\$2,850,000**

12.5% Buyer Down Payment	\$356,250
12.5% Seller Financing or Equity	\$356,250
75% Bank Loan	\$2,137,500

Description

This is a manufacturer of architectural cast stone for exteriors. They are 100% B2B their main clients being masons or general contractors. Their reputation has led them to a client base made up of 90% repeat customers working in the municipal (75%), commercial (20%), and residential (5%) fields. Their services include creating custom cast stone fixtures such as banding, windowsills, headers, and coping for construction, restoration, and renovation projects. Their team consists of 19 employees including 1 sales, 1 production manager, 1 drafter, 1 supply manager/job scheduler, 1 plant manager, 2 mold shop, and 12 laborers in plant production. The current owner has offered to stay on in his current role of bookkeeping for 1-2 years after the purchase of this business. He's also offered 12.5% seller financing or equity roll of the purchase to express his confidence in the business's ongoing success.

Located in Cortland, IL, this business operates out of a 17,000 sq. ft. location and primarily service the Chicagoland area, primarily the northwest suburbs of Chicago and their nearest competition is 30 miles away. Their current building is not near max capacity and this business has significant room for growth, without needing to get more equipment or warehouse space.

Priced at **\$2,850,000** this business is set to return new ownership \$262,679 in the first year after debt payments. With an excellent staff, reputation, over \$2M in assets including \$1.8M in vehicles and equipment, and a profit margin of 32%, this niche business is primed to offer new ownership exponential growth opportunities with minimal additional investments needed.

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