

FOR SALE: Cast Stone Fabrication for Commercial Building Exteriors

Focused on restoration with no installation or self-performed labor!

Financial Overview

List Price: \$2,495,000

Gross Sales

2022 Ann.	2021	2020	2019
\$2,129,608	\$2,103,153	\$2,108,302	\$2,069,828

Cash Flow

2022 Ann.	2021	2020	2019
\$592,039	\$679,456	\$451,679	\$411,323

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

Valuation: Cash Flow x Multiple = Valuation
 \$592,039 x 4.2 = \$2,486,563

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: Chicago, 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 salesman, 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: \$2,495,000

12.5% Buyer Down Payment	\$311,875
12.5% Seller Financing or Equity	\$311,875
75% Bank Loan	\$1,871,250

Description

This Chicago based Fabricator is an architecturally based business that fully handles external work with their custom products which are created to restore unique and aged stone structures. They primarily produce these products for general contractors and mason contractors as they do not self-perform any labor or handle any installation. Their work is mainly focused on municipal contractors as this makes up 75% of their orders with the commercial market making up 20% and exterior residential work making up the remaining 5%. Their services are utilized by museums and multi-family housing units for more eye-catching stones by creating a mold and color matching the original stones, which may no longer be available. Their team consists of 19 employees including 1 sales rep, 1 production manager, 1 drafter, 1 supply manager/job scheduler, 1 plant manager, 2 mold shop workers, and 12 laborers in plant production. The purchase of this business includes over \$2 million worth of assets to allow the team to continue operating as they have been.

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. This business operates out of a 17,000 sq. ft. location and primarily services the Chicagoland area, more specifically, the northwest suburbs of Chicago and their nearest competition is 30 miles away. Their current building is nowhere near max capacity and this business has significant room for growth, without needing to invest in more equipment or warehouse space.

Priced at **\$2,495,000** this business is ready for a new owner to step in and continue operating on the foundation laid before them. With an excellent staff, reputation, 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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