



**COMPANY OVERVIEW L# 133**  
**Custom Stone Countertops**  
**Design, Fabrication & Installation**  
**Cascade Business Brokers LLC, Portland, Oregon**

**SUMMARY:**

Under current ownership since 2005, this firm expanded as a profitable and regional leader within its industry. The company designs, fabricates, and installs stone countertops for both residential and commercial applications. The stonework includes a broad array of stone products, natural and man-made. The firm also provides the complimentary range of accessories to create professional and finished installations. Project and billing controls are provided via an extensive management system.

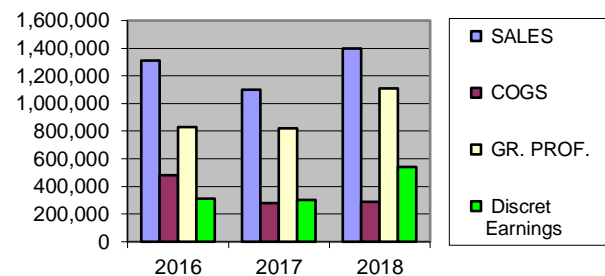
The company employs the most modern equipment, much of it sophisticated and computer controlled. There is unused capacity for future growth potential. Clientele is varied, and provides a solid base of repeat customers. Contractors make up a substantial portion of the customer base. The bulk of customers come from within a 50 mile radius of the firm; it is the dominant player within that service region, with little effective competition nearby. Overall the company has achieved top brand status, and delivers high quality work with speed and efficiency, and at reasonable pricing.

The sale includes the real property and all facilities. Since it may be possible to also lease the facilities instead of purchase, the financial numbers below show Discretionary Earnings with the assumption that a lease is in place. For a total purchase of RE and the business, each prospective purchaser will need to calculate their own financial structure / needs for a purchase. With a qualifying purchaser, the total transaction should achieve SBA approval. The reason for the proposed sale is retirement, and pursuit of other business interests by ownership.

**FINANCIAL PICTURE:**

As of 25 January 2019

	<b>2016</b>	<b>2017</b>	<b>2018</b>
SALES	1,312,930	1,100,292	1,397,194
COGS	482,515	279,574	289,549
GR. PROF.	830,415	820,718	1,107,645
Ord. Biz Income	224,357	49,145	345,160
Adjustments	85,217	254,914	195,601
Discret Earnings	309,574	304,059	540,761



**HIGHLIGHTS:**

- Good Candidate for SBA Financing
- Long Established Firm Within its Region
- Modern Facility & Equipment - High Capacity
- Great Reputation for High Quality Work
- Broad Range of Customers & Cost Centers
- Experienced & Well Trained Staff
- Turnkey Operation / Long Customer Lists

**CONTACT:**

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**PRICE & TERMS:**

For the Business, Business Name, Equipment, Fixtures, Goodwill, & Customer Lists,  
 \$900,000 Plus Inventory Remaining at Closing (est. @ \$350,000); Business Price \$1,250,000;  
 For the Real Property, Buildings and Facilities \$1,000,000 - Total Sale Price of \$2,250,000.  
 Ownership Seeks Cash-Out Transaction Via SBA Backed Financing

**Special Notice - The above information has been provided by the Owners of the Company. While Cascade Business Brokers LLC has no reason to doubt its accuracy, we have not verified it, nor do we guarantee it.**