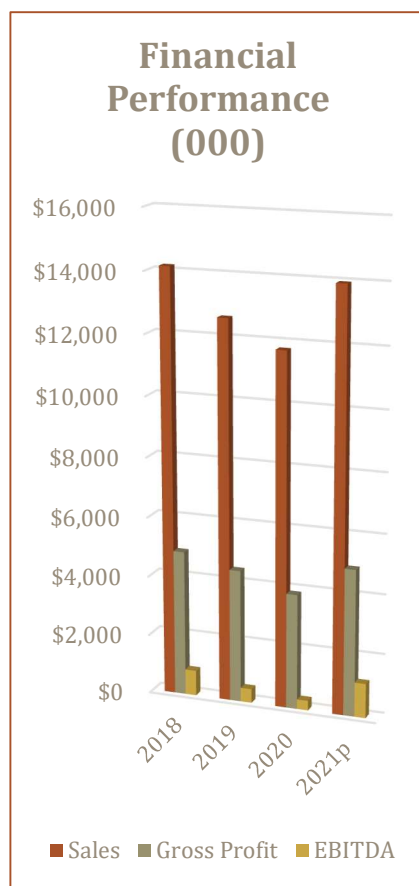


SPECIALTY BUILDING PRODUCTS DISTRIBUTION



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BUSINESS DESCRIPTION - PROJECT LIGNUM

The Company imports tropical hardwoods from Central and South America and distributes from locations on the both the east and west coasts. The woods are for use in decking as well as a proprietary siding system using patented hardware. The company also has exclusive rights to distribute a popular European siding system throughout the eastern U.S and California. Products are oriented toward higher-end residences, hotels and public facilities.

There is an experienced team that includes 31 people. Sales and technical resource team work with architects, designers and project managers; the team is able to communicate with personalities at various levels throughout the sales, technical evaluation and installation processes. The entire team works collaboratively to affect a sale, deliver product on time and advise on installation. A robust web presence and internet marketing program create significant opportunity. The California operation serves an extensive dealer network.

Opportunities include deeper penetration of market, particularly on the west coast, and development of the branded siding system.

The Company was affected by COVID-19 shutdowns, particularly in California. Revenue and profitability have returned with signs of significant pent-up demand.

The owner wishes to retire and will provide transitional services.

HIGHLIGHTS

Year Established	1949
Employees	31
2020 Revenue	\$11.7 million
2020 EBITDA	\$325,790
2021 Revenue thru June	\$7.3 million
2021 EBITDA thru June	\$709,556
Warehouse and office	85,000 ft ²