



## Company Highlights

- Largest home remodeling business with over 20,000 customers located in Southwest Florida.
- Business founded and operated since 1988.
- Full Management team in place. Very limited Owner involvement.
- Projected FY 2023 Revenue: **\$48,124,117**.
- Projected FY 2023 Adj. EBITDA: **\$4,907,741**.

Key Financial Highlights	2020	2021	2022	Q3 2023	Proj. FY 2023
Revenue	\$ 32,913,597	\$ 42,020,890	\$ 44,646,780	\$ 35,724,117	\$ 48,124,117
COGS	\$ 16,817,547	\$ 22,687,478	\$ 24,781,218	\$ 18,933,782	\$ 25,505,782
Operating Expenses	\$ 14,881,872	\$ 17,608,589	\$ 17,849,976	\$ 14,142,360	\$ 18,855,464
Adjusted EBITDA	\$ 1,359,991	\$ 2,757,188	\$ 2,555,942	\$ 3,505,801	\$ 4,907,741
EBITDA Margin	4.13%	6.56%	5.72%	9.81%	10.20%

## Executive Summary

- Founded in 1988, this well-established home remodeling business has successfully grown into a robust business with an impressive \$48,000,000 in revenue, serving over 20,000 satisfied customers over its 35-year history. The founder's strategic implementation of full management has allowed him to transition into a limited day-to-day role, ensuring a smooth and efficiently operated business.
- Emphasizing a commitment to excellence in both workmanship and customer service, the company has garnered numerous accolades over the years, including awards for outstanding customer service, community contributions, and recognition in the small business sector. This dedication to quality and continuous reinvestment in the business has fueled remarkable growth over the past five years, with no signs of slowing down in the foreseeable future.
- A significant catalyst for future profitability lies in the imminent completion of their state-of-the-art 86,000 square foot, all-in-one facility. Currently under construction, this facility is slated to be operational by March 2024. The strategic advantage of consolidating operations into this centralized hub will result in a substantial reduction in operating costs. The elimination of redundant warehousing, reduced fuel expenses, streamlined staffing, and lower rent costs will contribute to a notable increase in profit margins. The impact of these cost-saving measures is expected to become evident by the end of Q2 2024.
- This business represents a compelling opportunity for potential investors. It can serve as an excellent first platform for a firm seeking entry into the market or a substantial add-on for a company looking to expand its footprint in the Southeast. With a proven track record, a commitment to excellence, and a game-changing new facility on the horizon, this business is poised for continued success, making it an attractive prospect for private equity firms seeking strategic investments in the middle market.