

Glass Contractor – Project Silica

The Company provides full-service residential and commercial glass services, specializing in custom glass, windows, mirrors, showers, doors, railings, tables and more

- The Company **offers specialty glass installation services** in addition to an extensive range of glass products
- With over **50 years of experience** in the industry and almost **30 tenured employees**, the Company is well-positioned to serve a diverse array of customers
- The Company has robust growth opportunities due to its longstanding reputation and expertise that aims to **expand geographic reach, product line, capital equipment and workforce**, while strengthening overall profitability

Investment Considerations

Strong Positioning

- Reputation among customers
- Knowledge of glass industry
- Skilled and qualified workers
- Experience in complex projects

Opportunities for Growth

- Expansion to neighboring states
- Adopting evolving technology
- Developing newer sales channels

Weaknesses

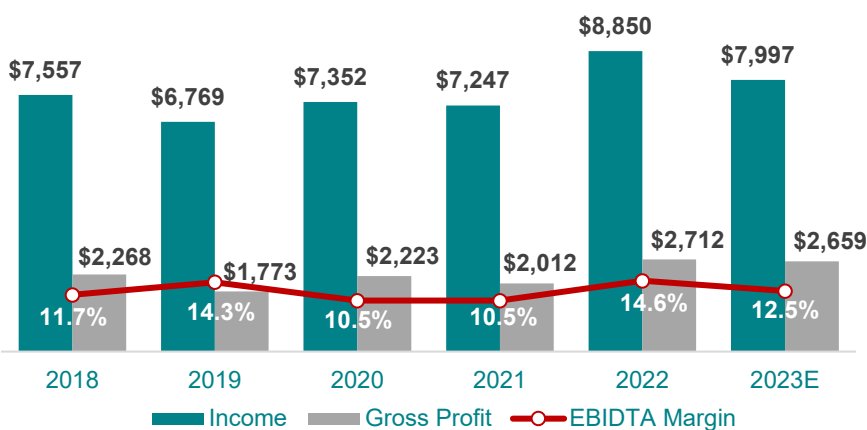
Despite its strong foothold in the region, the company has very limited presence in surrounding regions of the Southwest

Threats

Unpredictable market conditions have led to labor shortages and rising climate challenges could deter operations in the future

Financial Snapshot

\$ in 000s



Growth Strategies

- 1 Implement digital marketing strategies and build ecommerce capabilities to widen customer base
- 2 Strengthen network through industry leads and referrals
- 3 Create new partnerships with local businesses to attract larger projects
- 4 Prioritize customer centric approaches that promote organic growth

Transaction Overview

- Opportunity to acquire a strong company that has a long-standing history as a market leader
- In their 50+ years of business, the Company is highly regarded among its customers, for its reliability and consistency in service delivery and the business is strongly supported by a management team that will continue to thrive and benefit the Company post-transaction

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