

Custom Metal Fabrication

2022 Projected Revenue \$5,000,000

2022 Projected EBITDA \$1,250,000

Nokomis Advisory Services LLC, (NAS) has been retained to sell an established and consistently profitable custom metal manufacturing company that produces specialty products for the construction and agricultural industries in the western US. The business is relatively simple and ready for a new owner to leverage marketing and sales skills to take it to another level. YTD 2022 revenue is up 9%. The business is not located in the greater Seattle or Portland areas.

There are three owners, all on board with the decision to sell. There is a shareholder agreement in place. One owner is active as the CEO. He wants to pursue other interests. The general manager knows about the sale and is willing to stay for the right buyer (and finding the right buyer is *the* most important factor to the owners).

Established in 1986, they began producing products to meet the needs of the local community and have expanded to selling in three states. They are locally owned and operated, and their dedication to customer service sets them apart from larger competitors. The firm has a culture that considers the staff "family" they have a "whatever it takes" attitude – customer service is part of their DNA. They take great pride in their reputation for high quality products, selection of products, enthusiastic and focused employees, and the excellent supplier relationships they've developed. Over the last few years, the operating owner has concentrated on improving margins and efficiencies (versus topline growth). The next step is to take advantage of new products in the marketplace.

Four Year Financial Summary and Recent Three-Year Averages Income figures are after \$120,000 owner salary

	2018	% of SALES	2019	% of SALES	2020	% of SALES	2021	% of SALES	3 YR AVG	% of SALES
SALES	4,280,596		4,751,805		4,623,508		4,590,212		4,655,175	
TOTAL COST OF SALES	3,001,394	70.1%	3,160,018	66.5%	3,004,442	65.0%	2,743,103	59.8%	2,969,188	63.8%
GROSS PROFIT	1,279,202	26.9%	1,591,787	33.5%	1,691,066	35.0%	1,847,109	40.2%	1,685,987	36.2%
TOTAL OPERATING EXPENSE	956,441	22.3%	1,015,517	21.4%	980,573	21.2%	932,630	20.3%	976,240	21.0%
NET OPERATING INCOME	322,761	7.5%	576,270	12.1%	638,493	13.8%	914,479	19.9%	709,747	15.2%
TOTAL OTHER INCOME (EXPENSE)	-141,933	-3.3%	-142,839	-3.0%	-43,462	-0.9%	-123,083	-2.7%	-103,128	-2.2%
NET INCOME	180,828	3.2%	468,228	9.9%	595,031	12.9%	791,396	17.2%	618,218	13.3%
ADJUSTMENTS TO INCOME	Detail is available upon execution of a Confidential Non-Disclosure Agreement									
TOTAL ADJUSTMENTS	454,325		497,817		424,238		444,994		519,186	
ADJUSTED EBITDA	635,153		966,045		1,019,269		1,236,390		1,073,901	

Adjustments are 99% interest, depreciation, and amortization.

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