

LARGE SCALE PAINTING CONTRACTOR

Meridian, Idaho

THE COMPANY

This highly profitable painting contractor has built a reputation for service and quality. Although the owner can work side by side with his crews, the owner spends most time with customers. This company prides itself on using fully organic materials, limiting its footprint. Growth has been extraordinary in this 'asset light' business model, with a four-year revenue compounded annual growth rate (CAGR) of 22% reaching \$330,000 in 2022, doubling since 2019. Further, cash flow remains strong through the growth and inflation phase, growing 14% annually through the same period. The brand has been established with 93% 5-star reviews out of 51 total reviews and the company is primed to add another crew and grow revenue and profits exponentially.

THE LOCATION

This business is run out of the owner's home, keeping overhead low and focusing on profits and customers. The business can easily be relocated anywhere within its Treasure Valley service area.

THE STRENGTHS

This business has a proven record of quality work, cleanliness, professionalism and follow up for the past seven years. The trust has been built with the public and a new owner would just have to continue the brand value. Some other strengths include the owner being visible and/or working on every job, answering the phone and doing estimates on weekends. The pricing is very competitive due to low overhead. The owner's two employees have been with the company for four and six years.

THE REASON FOR SELLING

The owner has built a solid, sustainable business and would like to relocate to another US city for personal reasons. The owner is excited to see continued growth for a motivated new owner.

THE IDEAL BUYER

The ideal buyer would be someone who has some experience in the trades, preferably painting, along with a heart for service, quality and customer satisfaction. This company has been built with word of mouth and people knowing what they can expect, along with follow up to make sure things went well.

THE POSSIBILITIES

Commercial contracts are not something the owner is currently pursuing and presents exponentially more growth opportunities. In addition, the company has proven over multiple years that margin expansion could translate into another 17 basis points adding another ~\$56,000 of cash flow in the current year to a total of ~\$180,000.

Currently, the owner has no website; business is merely spreading by word of mouth, Angi's list (now Home Advisor) and 93% 5-star reviews. Repaints and adding a sales rep could also be areas of growth

The continued population growth in the Treasure Valley area of Idaho organically provides opportunities; Idaho has led the nation in population growth for five straight years, up 20% since 2012. The Treasure Valley of Idaho has grown by 67% in the last 20 years.

ASKING PRICE

\$425,000

TERMS:

Cash

ASSETS

Furniture, Fixtures & Equipment	\$15,000
Inventory	2,000
Goodwill	<u>408,000</u>

Total Assets **\$425,000**

All values provided by Seller

INCOME STATEMENT SUMMARY

	2022	2021	2020	2019
Gross Sales	\$330,338	\$301,193	\$217,063	\$150,325
Cash Flow	\$125,461	\$118,040	\$128,432	\$74,484

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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