

### \$1.3M

2022 Revenue  
(PROJ)

### \$196K

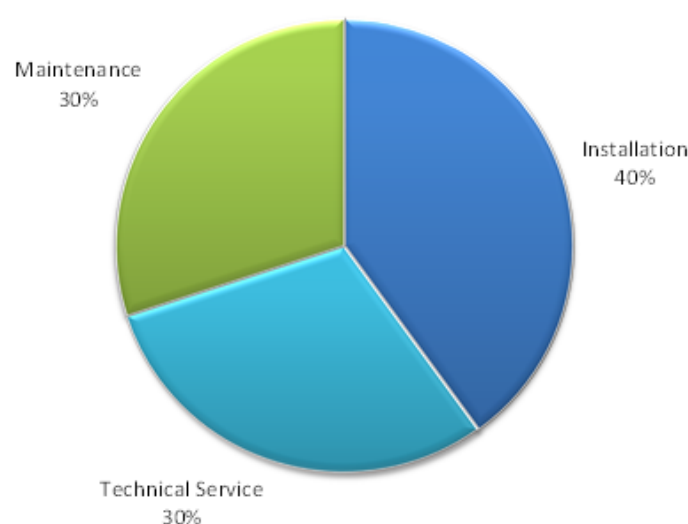
2022 EBITDA  
(PROJ)

## BUSINESS HIGHLIGHTS

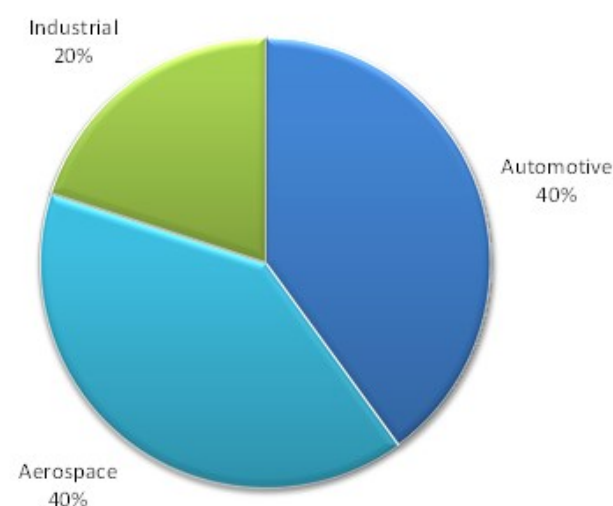
Founded in 1996 and located in Northeast Florida, The Company sells, installs, services, and maintains a comprehensive suite of paint booths for automotive, aerospace, and industrial customers. In 2021, sales were generated through the following channels: installation (40%), technical service (30%), and maintenance (30%). Through continued business development efforts, The Company serves customers in Florida, including the Jacksonville metro area and adjacent geographies.

The Company maintains an active customer base of over 500 with a 30% rate of recurring business. Notable customers in 2021 included Boeing, Noble/URS, Addison HVAC, Alta Equipment, Kaman Aerospace, and Jeldwen Manufacturing. The Company prides itself on its well-earned brand recognition and primarily markets itself via continuous personal networking and relationship-based marketing with key customer accounts. The Company's services are outlined via its simple yet informative corporate website. This marketing approach, coupled with the Company's excellent reputation for quality products and services, drive sales.

**2021 Revenue Mix**  
(percentage of sales)



**2021 Customer Markets**  
(percentage of sales)



## REVENUE CAGR

2018 - 2021: 6.3%

## EBITDA MARGIN

2019: 21.4%

2020: 19.9%

2021: 6.2%

## EMPLOYEES

Office: 2

Sales: 2

Installation/Maintenance: 6



This Offering is Pre-Qualified for SBA Financing.  
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## INVESTMENT APPEAL

**Diversified Target Markets:** The Company targets a diverse range of industries, including automotive, aerospace, and industrial. The diversity of target markets reduces the Company's risk related to industry-specific downturns.

**Industry Expertise:** In addition to the principal's extensive industry experience, many of the Company's key employees also have significant industry knowledge. This wealth of experience and expertise provides the Company with a significant intangible asset and advantage over many regional and national competitors.

**High-Caliber and High-Tenured Staff:** The Company fosters a workplace where its extremely experienced and talented personnel are able to thrive and grow, and therefore remain long term.

**Superior Name and Reputation:** The Company has been successfully serving its customers for 15+ years and enjoys a long-standing reputation for providing quality paint booth services.

**Management Will Remain through Transition:** Ownership is interested and willing to remain with the Company after a transaction to facilitate an orderly transition to new ownership and, as appropriate, assist in achieving long-term strategic growth objectives.

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