

FOR SALE: Manufacturing & Fabrication of Wood & Millwork – Passively Owned

Backlog over \$6M & includes over \$2.6M in assets!

Financial Overview

List Price: \$5,500,000

Gross Sales

2025 Ann	2024	2023
\$11,376,319	\$7,379,251	\$6,506,956

Cash Flow

2025 YTD	2024	2023
\$2,355,478	\$1,232,175	\$1,379,318

Assets Included in Purchase: \$2,662,000

Equipment: \$431,000: CNC routers, horizontal boring machine, gliding saw, table & chip saw, timesaver sander, software, state of the art spray booth for finish work, all the equipment/tools needed

Vehicles: \$367,000: 2 Box Trucks, 1 pick-up, 2 trailers and 2 vans

Working Capital: \$1,864,000

Business Information

Services: Fabrication and manufacturing of commercial millwork & cabinetry

Client Types: Schools & Universities, Churches, Hospitals, and Government Buildings

Backlog: Over \$6,100,000

Reason for Selling: Retirement/Age

Owner's Role: General oversight – does not manage day to day operations, he is more “Big Vision.” The owner has mentored the President to control all aspects of the business

Personnel: 27: 5 Leadership including the President, 7 Admin, 9 Shop, 6 Field – General Manager, Shop Foreman, Estimator, Production Manager, Fabricators and Subcontracted Installers as needed

Seller Training Period: 1 year

Established: 30 years

Service Area: Southwest US Region: Utah, California, Idaho, New Mexico, & Hawaii

Location: Salt Lake City, UT

Building Space: 14,000 sq. ft. shop with offices

Growth Opportunities: Continue following GCs to high-net-worth areas like Hawaii

No Affiliations: They are not MBE, WBE, veteran-owned or union

Funding Example

Purchase Price: \$5,500,000

30% Buyer Down Payment	\$1,650,000
15% Seller Financing	\$825,000
55% Bank Loan	\$3,025,000

Description

Presenting a manufacturing & fabrication company with a focus in wood and millwork where the owner is very much passive. They are boasting more than \$6M in backlog and the asset value is over \$2.6M; which includes a working capital of \$1.8M, vehicles and equipment over \$800,000. They have a recurring client base which consists of schools, universities, churches, and hospitals. They do not carry any designations such as MBE, WBE, or SDVOSB. The business owner enjoys running this company passively due to the experienced leadership team of 5 which includes a President who has been groomed to operate the business, 7 Administrators, 9 in the shop, and 6 in the field. Labor includes the General Manager, Foreman, Estimator, Production Manager, and Fabricators with all other labor subcontracted out for installation. The owner is willing to stay on for 1 year and is selling due to retirement as he established this business more than 30 years ago. Due to reasons for growth and expansion, they have moved into a building that 14,000 sq ft roughly 2 years ago and have experienced this continued growth trend ever since. The seller is willing to carry or roll equity at 15% to show his vested interest in the continued success of the business moving forward

Priced at **\$5,500,000**, this business comes with a proven history, a tenured staff, and reliable client base, allowing for a buyer to step in and continue operating and growing successfully from day one. Growth opportunities include continuing to follow GCs to high net-worth areas like Hawaii.

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Last Revised: BV 9.18.2025

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