

Available for Acquisition #211103

Fast-Growing Rustic Furniture Manufacturer & Retailer

ACT Capital Advisors is pleased to offer for acquisition a manufacturer and retailer of rustic, log cabin furniture, which is strategically located off Hwy-95, just north of the idyllic Coeur d'Alene, Idaho. This unique business boasts compelling margins, attractive cash-on-cash returns, and is primed for growth. This is a turn-key operation, with an experienced team in place to continue growing the business. This is not your ordinary furniture store – it has realized substantial growth in revenues and EBITDA in recent years, driven by several strategic moves by the owners.

Investment Highlights

- This is a unique opportunity to own the clear market leader in the manufacture and sale of rustic furniture and accessories in one of the fastest growing regions of the country.
- This acquisition can suit a buyer who is seeking to relocate to one of the most idyllic parts of the country – Coeur d'Alene, Idaho.
- The Company does not currently have any major competitors in their service area, which spans about 100 miles.
- A new owner can build on recent momentum and take this business to the next level.
- The facility includes two fully equipped manufacturing shops.

Offered at \$5.9M minimum, includes Inventory of over \$600K

Financing & Return on Investment

Assuming a 75% LTV at 5% and 7-year term:

- Debt Service Coverage is close to 2.0X.
- Annual Cash-on-Cash Return is over 20%.
- Owners are willing to structure the sale as an Asset Purchase to Buyer to deliver step-up in basis and tax shield for goodwill.

Implied exit multiple 4.0X 2021 EBITDA (4.5X LTM)

61% Gross Profit Margin

37% EBITDA Margin

Growth Opportunities

- Developing a New Website
- Add Online Sales & Online Marketing
- Participating in Furniture Trade Shows
- Expanding Manufacturing Capabilities
- Replicating Business Model in Other Prime Locations



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Summary Financial Information

	2020 CY	Last 12 months*	2021E	2022E
Sales	\$2.40M	\$3.2M	\$3.65M	\$4.38M
EBITDA (adj.)	\$0.84M	\$1.3M	\$1.39M	\$1.67M

*Note: "Last 12 months" refers to 12 month period ending May 31st, 2021.

Contact Information

For more information, please contact:
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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM). NDAs and CIM requests should be submitted to:



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