

# High-End Custom Frame Shop

Offered by DBG Advisors

## Company Overview

This High-End Custom Frame Shop is an owner-operated enterprise, like many other custom framing businesses. The owners perform all services for their customers on-site and are known for their competency, genuine concern and effective communication. They offer a personalized touch for their clients: assisting in the framing process from the design to execution phase. During the Pandemic they grew as their customers spent additional time on their homes. This increase in sales has not subsided.

## Financial Overview

Finances for the company are conservatively managed, with positive cash flow and no long-term debt. The growth of the company has been financed through current cash flow. Steady leadership of the company has led to continued stability and bottom-line health, even in trying times. The projected total income for 2021 is \$445,210 with a Net Income of \$266,766.

## Rationale for a Transaction

The owners believe that it is the right time to sell their company. They have been in business for 35 years and believe it is time to retire. They wish to sell 100% of the company's assets for a 2.5 multiple of 2021 Net Income. Their company is in great shape and with new leadership and the addition of social media promotion and online marketing the growth could easily continue for years to come.

## Proposed Transaction

The owners prefer to transition ownership to a new owner who will succeed in carrying on their company's rich tradition of quality service. Their goal is a win-win transition that is in the best interest of all parties. This would be an asset sale and require that a potential buyer obtain independent financing.

They are prepared to give the buyer one month of full-time transition help, without compensation. They are also willing to consider an additional two to three months of compensated assistance contracted under a consulting agreement if the buyer is interested in their continued involvement.

DBG Advisors

801 East Campbell Road, Suite 250-L

972-200-0991

Richardson, Texas 75081

[www.dbgadvisors.com](http://www.dbgadvisors.com)

Matthew Fenton

[Matthew@dbgadvisors.com](mailto:Matthew@dbgadvisors.com)

214-306-9711