

## CONFIDENTIAL BUSINESS PROFILE Commercial Interior Design Firm

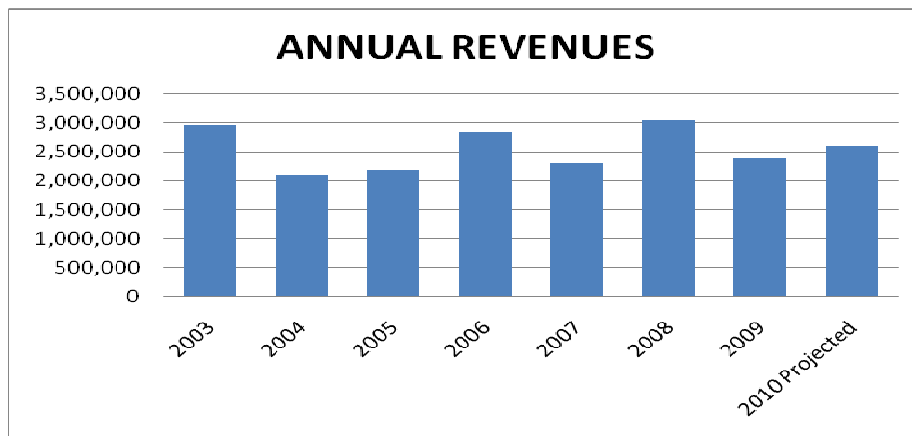
Location:	Southern New England	Selling Price:	Reasonable multiple of adjusted EBITDA
Gross sales:	Three year average of \$2,576,000	Adjusted EBITA:	\$450,000
	\$2.5 million projected for FYE 2010:	Est. contribution	
Terms:	Negotiable	to net income:	\$550,000

### Acquisition Highlights

- Revenues are derived from sale of furniture, window treatments, flooring, reupholstering, and other furnishings.
- Company’s clientele consists of colleges and universities throughout New England which have great resources in the form of government subsidies and endowments and which have looked upon the Company as a “safe harbor” for quality design, material, workmanship, and furniture.
- The company has a recurring revenue stream as its customers are continually expanding, upgrading, and renovating their facilities to compete for students and faculty.
- The Company’s owner and president is willing to work on a part-time basis for a year transferring relationships, developing new business, estimating, and sharing his knowledge and experience;
- Excellent financial characteristics with a history of steady sales, operating margins higher than industry average, and strong profitability. Because of the clientele, projects are almost always paid in full within 45 days of completion and often within 15 days. There are no bad debts.
- An experienced and dedicated staff employed by the firm for an average of 18 years;
- Firm does virtually no marketing or advertising, relying on its reputation in the university community and among medical facilities. There is great opportunity for expansion into these very profitable niches.
- Because of the recession and stock market crash of 2009, colleges and universities have seriously curtailed spending on new building and renovations for the past two years. This trend will be reversed in the next several years which will drive revenues to significantly higher levels.

### Revenue History

Fiscal year	2003	2004	2005	2006	2007	2008	2009	2010 Projected
Revenue	\$2,966,458	\$2,101,526	\$2,193,077	\$2,828,746	\$2,302,588	\$3,045,412	\$2,377,986	\$2,600,000
EBITDA					\$431,069	\$577,208	\$338,059	\$ 550,000



Our client requires a signed confidentiality agreement and indication of financial qualifications.  
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