



Acquisition Opportunity – High-Margin Specialty Manufacturing Company

RC Advisory Services is representing a highly profitable, niche manufacturer with a 25+ year legacy of delivering premium, custom-fabricated architectural graphics and signage. The Company operates from a 20,000 sq. ft. facility in the Pacific Northwest and has earned a national reputation for technical precision, artistic fidelity, and durable execution on public-facing installations. Ownership is seeking a full exit to facilitate retirement and is open to seller financing and transitional support.

Financial Summary

	2024	2023	2022
Revenue	\$3.1M	\$3.0M	\$3.0M
EBITDA*	\$1,018K (33%)	\$994K (33%)	\$1,109K (38%)

*EBITDA adjusted for standard owner add-backs

Investment Highlights

- **Extraordinary Profitability Far Above Industry Norms:** ~33-38% EBITDA margins on ~\$3.1M revenue, with adjusted EBITDA of ~\$1,018K (2024). Gross margins consistently in the 55–58% range.
- **Proprietary Artistic Capability Drives Consistent Demand:** The Company's ability to permanently render intricate imagery into architectural-grade materials is unmatched in the U.S. market, allowing for strategic pricing discipline and low customer churn.
- **Defensible Position in a High-Barrier Niche:** Barriers to entry include specialized capital equipment, proprietary techniques, EPA-regulated processes, and decades of earned client trust.
- **Prestigious, Repeat Client Base:** Longstanding relationships with national institutions, public agencies, and design professionals generate a strong referral pipeline without the need for outbound marketing.
- **Operational Discipline & Cultural Continuity:** A seasoned, loyal team of 18 employees operate within a vertically integrated production model that prioritizes quality over volume. Growth is possible through labor expansion—not additional capex.
- **Strong Financial Fundamentals:** Debt-free balance sheet, low working capital requirements, and a \$2M+ sales backlog as of Q1 2025.
- **Untapped Growth Through Proactive Sales Outreach:** With available production capacity and a scalable labor model, even modest outreach to design firms, transit agencies, and institutional buyers offers meaningful upside—without requiring capital investment.

Transaction Overview

Ownership seeks a (4-6) x EBITDA multiple, "cash-free/ debt-free" asset or stock sale (excluding real estate). Facility is available for lease at market rates. Post-sale support and seller financing (up to 10%) available for qualified buyers.

To receive additional information about this opportunity, please contact:
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