

Executive Summary

BEACH APPAREL IMPORT & DISTRIBUTION – SCALABLE & IN DREAM LOCATION

INDUSTRY

Woman's Wholesale Apparel

LOCATION

Hawaii

ESTABLISHED / OWNED

1996 / 1996

EMPLOYEES

2 FT / 2 PT

OWNER HOURS

Full-time w/Spouse

NON-COMPETE

3 Years / United States

TRAINING

3 Weeks at 20 hrs/wk

LEASE / BUILDING

Not Included

LEASE GRANTED

Not Applicable

SIZE

4,065 sq ft (current)

FF&E INCLUDED

To be determined

OTHER ASSETS

Goodwill / Website

INVENTORY

\$130,000 (not included)

DEPOSIT

\$50,000

ASKING

\$1,000,000

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SUMMARY

This 22 year old Hawaiian apparel company boasts a variety of customer loved woman's beach couture including trendy tops and bottoms, single size dresses, sarongs and popular gift items. The company's coveted 650 accounts are located throughout the state and include a virtual who's who of Hawaii's retailers. The company has 7 of its own brands it imports from Bali, Indonesia. It has commissioned sales representatives who attend Oahu based trade shows and provide island coverage.

FACILITIES / ASSETS

This wholesale apparel company does not rely on its own retail presence, although they have had a small showroom that produces \$15,000 in annual revenues. They also market their brands direct to consumer via an Amazon store, which accounts for \$36,000 in revenue. A buyer may take it upon themselves to relocate the warehouse to elsewhere in the state. While a real estate lease or related assets will be included in the sale, all of the business's furniture, fixtures, equipment and goodwill will be included. \$130,000 in inventory will be sold at cost at close.

COMPETITION

While competition certainly exists in this popular apparel segment on the islands, this company has amassed a loyal following that frequents their largely non-tourist driven retailers and has over 2 decades of established clients and industry contacts.

FINANCIALS	2017		
Revenue	\$1,076,333		
COGS	\$620,335		
Rent / CAM	\$34,010		
Salaries	\$102,225		
Cash Flow	\$289,913		

GROWTH OPPORTUNITIES

- ✓ Launching a male or children's apparel line
- ✓ Capitalize on the company's established Polynesian roots & expand in region or in the continental USA
- ✓ Capitalized on major retail clients proposals to expand stateside
- ✓ Attend trade shows & bolster sales strategy
- ✓ Explore branding & honing direct B2C sales channels