

REVENUE / EBITDA

\$2.67M **\$925K**
2023 Revenue 2023 EBITDA

\$1.95M **\$625K**
2022 Revenue 2022 EBITDA

BUSINESS HIGHLIGHTS

Founded in 1992, this Company provides high-end commemorative gifts and services for the U.S Military, Government organizations, and visiting guests. This is accomplished by a specialized gift shop and shoeshine location, and a kiosk for public tours guests. The Company has developed a licensing strategy for products related to the U.S Military branches including the Joint Chiefs of Staff, and other Government Agencies. The Company has a vast selection of retail items including apparel, challenge coins, promotion and retirement gifts, drinkware, head ware, and souvenir gifts. This Company has focused its product line to make sure that every gift is commemorative and meaningful to every recipient.

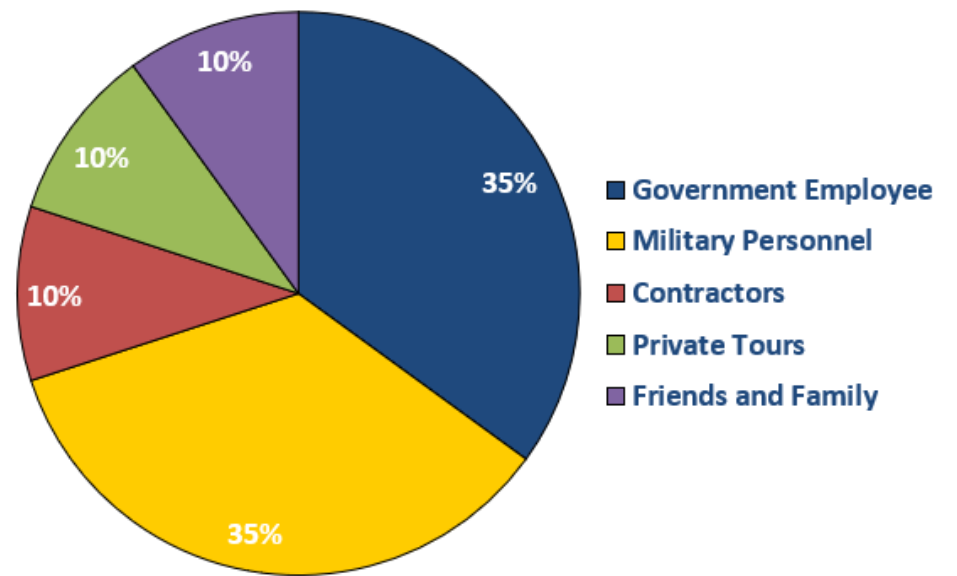
This Company services clients in the Washington Metropolitan Area. The Company also has an existing online platform that allows clients to order custom products to their door. This could be expanded by utilizing a more active marketing campaign.

The Company is run by an experienced, knowledgeable, and professional team that stay up to date with the best tailored merchandise to always find the perfect commemorative gift for their clients and guests. The Company's growth and success have been built through a superior reputation for identifying their clients' needs and being a trusted guide to their clients, which drives an outstanding demand through an 80% recurring customer rate.

LICENSED PRODUCTS



REVENUE SOURCES



RECURRING REVENUE

2023 80%

EXPERIENCED SALES TEAM

 Full-Time 6
 Part-Time 4

INVESTMENT APPEAL

Superior Name and Reputation. The Company has 31+ years of a superior reputation backed by quality service, brand recognition, and loyal customers. This success is due to trained and skilled professionals who have extensive experience within the gift shop space.

Outstanding Growth Opportunities. Several opportunities exist for the Company to experience rapid growth in revenue and profit by increasing its market share in the online retail space, where these opportunities are easily attainable with a minimal capital investment.

Recurring Revenue. The Company's revenue is primarily derived by repeat engaged customers (80% of 2023 revenue) and new walk in/online customers.

Exclusive Licensing Agreements. By strategically acquiring licensing agreements with all of the U.S Military forces have allowed for a high-level brand awareness. As a result we can expect continued growth in the retail and online gift shop industry.

Facility Details. The Company operates from a 3,000 square foot retail facility that is primarily retail space and shoeshine store, and a kiosk that is currently rented at fair market value.

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