



Valley Doors and Frames  
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## Executive Summary

Valley Doors and Frames offers a unique service by providing complete Door, Frame and Hardware packages for the entirety of a project (interior and exterior), which includes but is not limited to aluminum, metal, wood assemblies along with specialty items such as fire and sound rated systems. With this unique approach, general contractors and owners will see increased efficiency in all stages of their projects by combining all DFH scope items under one contract and avoiding additional parties. As such, Valley Doors and Frames seeks to be the go-to contractor for projects with large DFH scopes.

The company leadership is composed of the following partners: Daniel Gerkus as CEO, Theodoro Moreno as CFO and Raymond Lukse as COO. Together they bring years of experience in the DFH industry to ensure the success of this endeavor. Valley Doors and Frames firmly believes that the key to a successful company is a healthy work-life balance and employee ownership. It is a goal to establish an ESOP within five years of operation while fostering a healthy work life balance for employees. It is well known that satisfied employees with personal interest in the financial success of the company perform substantially better.

Our target market is primarily in the Sacramento Valley with opportune projects as far north as Redding and south as Modesto. Currently we perform mostly municipal type projects for state entities. In the future we hope to pinpoint the healthcare market for more consistent work. We plan to expand into the Bay Area and perform more than 10 million dollars of work by 2023. At Valley Doors we see our main competition being other local material suppliers and big GC self-perform divisions in the area. We believe our ability to carry both the material and install for storefront and interior openings on projects is what will ultimately set us apart from our competitors.

Latest market trends considered; Financial projections for the upcoming three years are as following:

Year 2021 - Annual Revenue: \$2,175,000 with \$130,500 Gross Profit  
Year 2022 - Annual Revenue: \$3,565,000 with \$213,900 Gross Profit  
Year 2023 - Annual Revenue: \$5,075,000 with \$304,500 Gross Profit

Optimistically assuming the projections come to pass or surpass initial goals. Valley Doors and Frames is looking forward to a long and successful run along with having the honor of providing quality door, frame and hardware services and technical knowledge for the greater Sacramento area and beyond.