

*Measurable Results.*® - **FLOOR360**

So SVA helped us find a business to purchase, then helped us grow the business through 22 years, and then helped me transition the business to a new set of internal ownership and allowed me to have a great retirement. I'm Bob Tobe with FLOOR360. FLOOR360 is a flooring contractor that supplies floors for residential construction, but we also do a lot of large commercial projects, hotels, resorts, etc. around the entire Midwest. We purchased a small flooring company back in 1998 that was doing less than a million dollars in sales. And it's been a little bit of an up and down trip, but this year we'll be doing over 24 million in sales.

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A friend of mine introduced me to SVA, I guess must be now 25 years ago, and told me that they were just really good people and they could be a resource to find a business to purchase. So I contacted SVA and they gave me a lot of different, good options, and we ended up purchasing a small flooring company and they really facilitated that entire transaction. So SVA has been an integral part of the success of our business and me personally. SVA, throughout the journey, helped us kind of set up our accounting department and they even helped with the hire of my CFO, who's now the current owner of the business. And then every year, it was budgeting, benchmarking, helping through some real estate transactions, and then just making sure our internal numbers were good. Then doing a yearly review of our financials and then handling all of our K-1s and all of our tax returns. They have been doing that for us for 22 years and doing a great job.

An important part of our relationship with SVA is they're just good people that we've been able to trust. So, it's always been things like, what is the correct salary to pay a CFO or what is the right amount of profit that we should be reaching for and budgeting for in our years? They would find industry standards and then kind of adapt those to the local economy and just give us another viewpoint on how we were doing and what we should strive for. And that kind of information is just really valuable to have, that independent sounding board. And something I did not think would be an accounting company's function was their help in the transition of the business to the next generation of ownership. I was wondering how I would get this transition done. I wanted to keep the culture and the people that we've built all these years and they were sensitive to that. The team there gave me a few different options, looked at different options on how we would transition, came up with just a great plan, and then helped us execute it. And I can stand here today saying the company is doing really well and I am really enjoying my retirement. I think it was just a win-win and SVA really helped facilitate that. SVA has been a trusted partner to help us grow our business and transition it to the next generation of ownership. I would highly recommend SVA for you.