

# CONFIDENTIAL BUSINESS REVIEW

## GLENNALLEN HARDWARE & LUMBER



By accepting this Confidential Business Review (CBR), the Recipient agrees to keep confidential all information contained herein or made available in connection with further investigation of Glennallen Hardware & Lumber. The recipient will hold this information strictly confidential for a period of three years. This information is sensitive and its disclosure to others would be damaging to the business. All information herein is from seller sources and Mossy Oak Properties make no guarantee of its accuracy.

This CBR is being furnished only to prospective purchasers who have signed a NON-DISCLOSURE AGREEMENT (NDA). Since the unauthorized disclosure of confidential information contained herein could cause material harm to the Seller, it is imperative that the recipient of this CBR safeguards this information in accordance with the NDA.

The delivery of this CBR does not imply or indicate there has not been any change in the affairs of the Company since the time the CBR was drafted or delivered.

### **Mossy Oak Properties Exclusive Offering to sell at \$1,500,000**

Tom M Lucas III

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**About the Business Overview:** [View Slide Presentation here](#)

Glennallen Hardware and Lumber is a long-established, full-service hardware and lumber operation serving the Copper River Valley with little to no direct competition. Located approximately 1.7 miles from downtown Glennallen, Alaska, the business occupies a highly strategic position at the intersection of the Glenn Highway and the Richardson Highway—two of Southcentral Alaska’s primary transportation corridors. Glennallen itself has a population of approximately 600 residents, while the store draws consistent trade from the broader Copper River Valley region, serving an estimated population of approximately 2,300.



The business operates from a well-maintained real property consisting of approximately six acres, including an 8,600-square-foot retail storefront and an adjacent 2,240-square-foot warehouse. The main store houses a comprehensive mix of departments, including lawn and garden, paint, plumbing, hardware, fasteners, electrical, houseware, pet supplies, sporting goods, automotive, and hand and power tools. Inventory depth exceeds 32,000 individual items, supporting both retail customers and contractors. The paint department is fully equipped with an X-Rite computerized color-matching system, multiple one-gallon shakers, and a five-gallon shaker, allowing for professional-grade service in a rural market.



The warehouse supports lumber, insulation, sheetrock, and bulk materials storage and includes a pipe-threading machine and additional operational inventory. The lumber yard itself is well laid out with covered ground racks and upright cantilever lumber racks, allowing for efficient handling and storage of dimensional lumber and building materials.



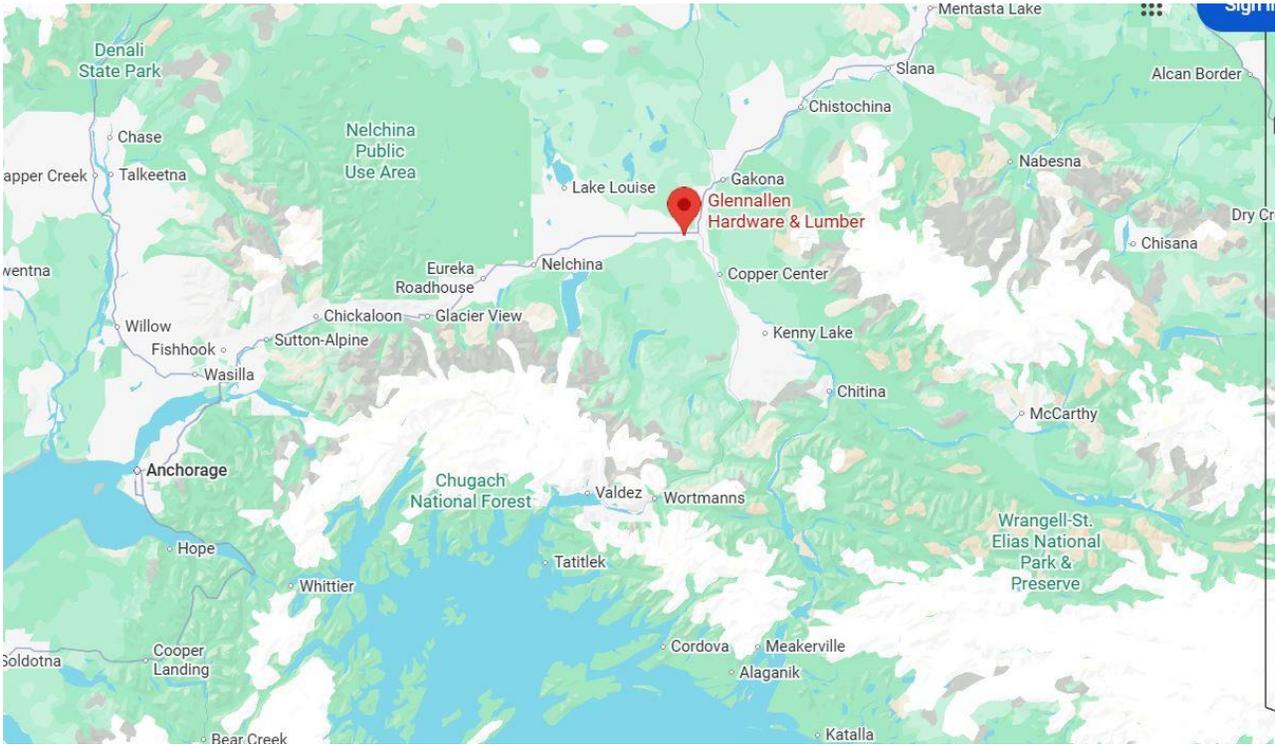
A significant enhancement to the property is a 20kW solar array installed on the warehouse roof in August 2024, contributing to reduced operating costs and improved energy efficiency. Additional real property improvements include an on-site water well and a **standalone two-bedroom mobile home located behind the store, suitable for owner occupancy or housing a future manager—an important asset in a remote market.**



**The offer includes all land, buildings, improvements, and a comprehensive set of business assets necessary to continue operations without interruption. This includes inventory and receivables, furniture, fixtures, point-of-sale systems, computers, shelving, forklifts, delivery and snow removal vehicles, trailers, and yard equipment. Rolling stock and equipment support both daily operations and material delivery throughout the region.**



The business benefits from a strong and loyal customer base supported by an established rewards program, with more than 800 active customers shopping monthly. With **no other hardware or lumber yard within approximately 115 miles in any direction, the business enjoys a dominant market position.** While some customers may occasionally shop in the Palmer or Wasilla area for specialty items, Glennallen Hardware and Lumber remains the primary supplier for the region.



Growth opportunities exist, particularly in the equipment rental segment. The business currently offers limited equipment rentals, including a mini-excavator and skid steer, generating approximately \$30,000 in rental revenue in fiscal year 2024, with consistent year-over-year growth. Expansion of this department represents a clear opportunity to increase revenue without significant market risk.

The business is currently owner-operated with a small staff of four employees. The owner is selling in anticipation of retirement and is willing to provide weeks of transition training to a new owner/operator. An existing SBA loan is in place.



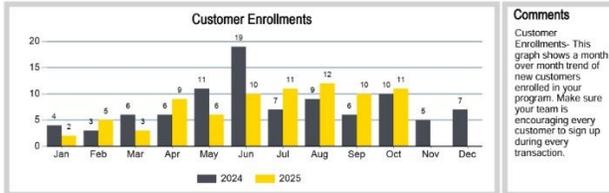
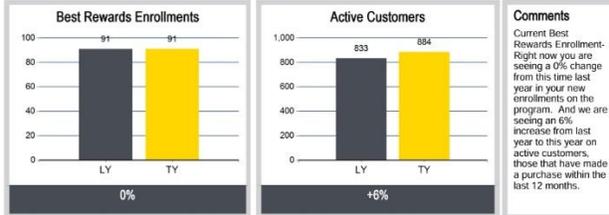
**BESTREWARDS** join. earn. save.  
**Program Summary Report by Store**  
 Glennallen Hardware & Lumber - #6350  
 Report as of: November 1st, 2025



**Best Rewards Fast Facts**



**Customer Metrics**



**Member Promotions**

Report as of: November 1st, 2025

Promotions	Participation	Mailer Sent	Sent	Redeemed	Redemption Rate	Net Sales	Comments
Welcome	No	No					This table shows the Best Rewards promotions that you participate in. It details how many rewards were sent and redeemed in the last 12 months, along with the net sales after the coupon.
Monthly Rewards	Yes	Yes	1,461	338	23%	\$19,705	
Annual Rebate	Yes	Yes	185	76	41%	\$4,022	
Birthday	Yes	Yes	649	101	16%	\$5,216	
We Miss You	Yes	Yes	365	45	12%	\$2,971	
Seasonal (Fall)	No	No					
Seasonal (Mother's Day/ Father's Day / etc.)	Yes	Yes	285	58	20%	\$5,075	
Welcome 2	No	No					
Bounce Back	No	No					
Anniversary	No	No					

Data shows the previous 12 months of participating in these promotions

**Loyalty Metrics**



## DETAILED BREAKDOWN OF ASSETS & VALUATIONS

**This offer represents a rare opportunity to acquire a stable, asset-heavy rural Alaska business that includes both an established operating company and the underlying real property, with strong cash flow history, limited competition, and clear avenues for future growth.**

**All inquiries and showing requests must be directed exclusively to the listing licensee.** Because this is a confidential business offering, interested parties are strictly prohibited from contacting the business, its employees, suppliers, or customers directly. Any attempts to visit the premises, request information, or engage with staff without prior authorization will be considered a breach of confidentiality.

Qualified buyers will be provided access to additional details and property tours only after coordinating with the listing licensee and completing any required confidentiality agreements.



**Confidential financial statements** are pre-tax returns and intended to provide general information only regarding the (4) years post COVID. **Corresponding P&L and Tax Returns are available under separate cover.** Mossy Oak Properties does not guarantee the accuracy of contentment of this report. All information provided by seller. Buyers to verify all information to their satisfaction as part of due diligence.

This report does not include financial information about this business's performance. Information will be provided to qualified prospective buyers upon receiving a complete Non-Disclosure Agreement with included additional required buyer information. **NOTE: Seller and Mossy Oak Properties verification required prior to disclosure.**

**Exclusively offered by Mossy Oak Properties of Alaska Wasilla**



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