

Multi- Line Powersports Sales & Service Dealership



BUSINESS DESCRIPTION: Company has been family owned and operated since 1974. For more than 47 years, the company has been dedicated to giving great customer service. Founder and 100% owner is in his 70s and looking forward to retirement and spending more time with his kids and grandkids. The Company sells and services Utility Terrain Vehicles (UTV), All-Terrain Vehicles (ATV); off-road motorcycles, snowmobiles, trailers, and wave runners. They are an authorized dealer for all of the major brands, including Suzuki, Kawasaki, Yamaha, Husqvarna, KYMCO, Lynx, Polaris®, Artic Cat, Can-Am® ATVs, Spyder Roadsters, Ski-Doo snowmobile, Sea-Doo personal watercraft, and Triton trailers. The Company is believed to be by far the largest powersports dealer in the market area. The company is proud to be factory certified to work on Arctic Cat®, Can-Am®, Kawasaki, KYMCO, Polaris®, Sea-Doo, Ski-Doo, Spyder, Suzuki Yamaha Husqvarna, and SPEED UTV. With its broad range of products and brands, the Company is able to cross sell different products to the same customer.

SUMMARY FINANCIALS						Forecast
	2017	2018	2019	2020	2021	2022
Net Sales	\$ 13,089,332	\$ 12,931,579	\$ 15,305,054	\$ 17,948,423	\$ 18,903,774	\$ 19,461,616
Cost of Goods Sold	\$ 9,872,904	\$ 9,871,325	\$ 11,467,633	\$ 13,628,256	\$ 13,704,635	\$ 14,479,866
Gross Margin	\$ 3,216,428	\$ 3,150,254	\$ 3,837,421	\$ 4,320,167	\$ 5,199,139	\$ 4,981,750
Operating Income	\$ 1,064,791	\$ 935,634	\$ 1,636,509	\$ 2,171,559	\$ 1,920,328	\$ 2,598,359
Adj. EBITDA	\$ 1,128,170	\$ 957,183	\$ 1,724,786	\$ 2,184,314	\$ 2,543,982	\$ 2,900,000

PRICE & TERMS: To be negotiated. Real estate available for sale or lease at fair market value.

REASON FOR SALE: The founder and 100% shareholder is looking to retire, but is willing to stay on for a while to assure a smooth transition.

CONTACT:

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NOTE: THE BROKERS HAVE MADE NO INVESTIGATION OR VERIFICATION OF THE INFORMATION PRESENTED HEREIN.

Leading Specialty Contractor for Natural Wooden Bridges & Walkways, and Millwork



BUSINESS DESCRIPTION: The company specializes in: (1) “Top down” construction of natural wooden bridges and walkways through environmentally sensitive areas, and (2) Custom millwork for high-end residencies and public spaces. The company has been in business since 1997, and holds the necessary licenses to perform work in AL, AR, FL, GA, LA, MD, MS, NC, SC, TN and VA.

SUMMARY FINANCIALS

	2014	2015	2016	2017	2018	2019	2020	2021	6/30/2022	Annualized 2022
Total Income	\$ 5,371,656	\$ 5,577,398	\$ 9,786,990	\$ 6,590,445	\$ 7,796,981	\$ 7,428,796	\$ 6,874,796	\$ 8,975,418	\$ 4,482,997	\$ 8,965,994
Total Job Costs, Incl. Depreciation									\$ 3,738,217	\$ 7,476,434
Income from Operations	\$ 348,549	\$ 373,439	\$ 1,131,059	\$ 1,043,821	\$ 1,062,086	\$ 1,357,307	\$ 488,960	\$ 873,817	\$ 744,780	\$ 1,489,560
Adjustments										
Amortization and Depreciation	\$ 111,124	\$ 130,841	\$ 158,500	\$ 193,013	\$ 216,902	\$ 209,153	\$ 225,103	\$ 209,561	\$ 102,824	\$ 205,648
Interest Expense	\$ 16,500	\$ 4,563	\$ 5,118	\$ 16,184	\$ 1,343	\$ 2,204	\$ 9,361	\$ 1,102	\$ 2,641	\$ 5,282
Officer Compensation	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000
Rent	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)	\$ (60,000)
Adjusted EBITDA	\$ 516,173	\$ 548,843	\$ 1,334,677	\$ 1,293,018	\$ 1,320,331	\$ 1,608,664	\$ 763,424	\$ 1,124,480	\$ 890,245	\$ 1,780,490
Profit Ratio	10%	10%	14%	20%	17%	22%	11%	13%	20%	20%

REASON FOR SALE: Seller is looking to retire but is willing to stay on for a while to assure a smooth transition.

PRICE & TERMS: To be negotiated. Real estate may be available long term. Business may be relocated ultimately.

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Oil Field Services - Rental Tools Provider



TYPE OF BUSINESS: The Company provides rental tools to companies that service the oil & gas wells located in the Bakken Region of Utah, Colorado, Wyoming, Montana and North Dakota. In particular, the Company provides fishing tools such as Hydraulic Jars, Superior Energizers and Lubricated Fishing Bumpers that are used by fishing companies to clear debris and obstructions from the oil & gas wells.

LOCATION: Bakken Region

BUSINESS ACTIVITY: From its two locations in the Bakken Region, the Company rents tools to the fishing companies which are under contract with the oil & gas companies to clear their oil wells of debris and obstructions. Most of the Company's \$6.0 million in tools and equipment are physically located at the oil & gas well drilling sites. The Company generates this level of Revenues and Profits with only 10 employees.

REVENUES AND ADJUSTED EBITDA:

<u>(June 30 FYE)</u>	<u>REVENUES</u>	<u>ADJ EBITDA</u>
FY 2022 Actual	<u>\$6,277,430</u>	<u>\$3,679,237</u>
FY 2021 Actual	<u>\$4,394,914</u>	<u>\$2,690,950</u>
FY 2020 Actual	<u>\$3,674,447</u>	<u>\$2,204,425</u>
FY 2019 Actual	<u>\$4,249,023</u>	<u>\$2,718,597</u>
FY 2018 Actual	<u>\$2,902,847</u>	<u>\$1,703,061</u>

ASSETS: Other than real estate held in a separate company the only other tangible assets owned by the Company are limited to vehicles and equipment to re-work the tools after they have been used on jobsites. Working Capital is limited to Accounts Receivable and parts inventories of approximately \$1,000,000.

REASON FOR SALE: The owner and his wife have been in this business for a while and would like to retire. However, they are willing to remain for a smooth transition.

FOR ADDITIONAL INFORMATION:

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