A Neumann & Associates, LLC
Affiliated with Americas Largest Network of M&A Professionals

Business Profile **Engagement: 1492-2154**

Company Information

Line of business: Nursery School – Explosive Growth Potential

Location: Central New Jersey

In Business: 35+ years

Employees: 20

Facilities: 15,000 SF – 2 Buildings on 1.5 Acres

Reason for Sale: Retirement

Company Assets:

• Net Working Capital	$20,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$50,000
• Vehicles, Trailers, Forklifts	$0
• Equipment & Tooling	$150,000
• Other – Building & Property	0
Total Assets included in Sale	$220,000

Sales and Cash Flow: (All Information Based On P&L/Tax Returns)

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
06/30/23	$1,100,000	$120,000
06/30/24	$1,000,000	$50,000
06/30/25	$1,000,000	$170,000
06/30/26 (e)	$1,100,000	$240,000

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Executive Summary

This well-known **Nursery School & Summer Day Camp** is a NJ state licensed pre-school and kindergarten which has provided the local community with caring and professional services for over 35 years. The firm enjoys significant operating margins, documented profitability and significant owner benefit. This business currently operates in 15,000 SF on 1.5 acres in a highly visible location convenient to a bustling residential community. The real estate is to be sold with the business as outlined below.

The company enjoys a **strong competitive advantage with significant barriers to entry** – specifically as it relates to their current state license, potential capacity, perfect location and modern facilities. This is a turnkey operation. The Company has a solid foundation and is poised for accelerated growth under new leadership. It is projected that the new owner will obtain **dynamic additional growth** by expanding the direct sales efforts to service the broader rapidly expanding community. The Company projects annual revenue to easily advance to $6M under the existing grandfathered license at full capacity with higher gross margins accordingly.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 3.3x EBITDA. A full valuation report is included and there is $20,000 in Net Working Capital plus another $200,000 in Fixed Assets included in the deal. The business is pre-qualified by preferred SBA lenders subject to buyer's financials, and by implementing the proposed deal structure an owner operator will obtain over **$90,000 benefit in after-acquisition-debt cash flow in Year #1 – almost 70% return on equity investment**.

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure

(Proposed)

Buyer Cash Down @ Closing	$134,000
Buyer Bank Financing	$402,000
Seller Financing @ 9.75% / 5 years	$134,000
Real Estate	$4,300,000
Total Purchase Price	**$4,970,000**

Note: If applicable, all real estate only offered via ANA Commercial Real Estate, LLC

Buyer Benefits

1)	Stable business for 35+ years – high capacity state license in explosive growth region
2)	Turnkey operation - updated facilities, modern playground equipment & certified staff
3)	Acquisition financing approved for 80% of asking price – almost 70% ROI in Year #1

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.

Form Rev 20260324