A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M&A Professionals

Business Profile **Engagement: 1492-2170**

Company Information

Line of business: Athletic Court Construction & Maintenance Company

Location: Northeast United States

In Business: 40+ years

Employees: 20 + Seasonal

Facilities: 6,500 SF Warehouse & Office

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	$196,000
• Leasehold Improvements	$0
• Office – Furniture & Computer	$25,000
• Vehicles, Trailers, Forklifts	$237,000
• Equipment & Tooling	$324,500
• Other	$0
Total Assets included in Sale	$782,500

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

Fiscal Year End	Revenue	Seller Discretionary Cash Flow
2023	$3,600,000	$330,000
2024	$3,400,000	$620,000
2025	$3,500,000	$650,000
2026 (e)	$3,800,000	$780,000

CONFIDENTIAL

Executive Summary

This well-known **Athletic Court Construction & Maintenance Company** provides expert construction and maintenance services to high-net-worth residential customers, as well as commercial customers in the Northeast United States. The firm enjoys significant operating margins, documented profitability, and significant owner benefit. This business currently operates from a conveniently located 6,500 sq. ft. warehouse with office space. The ideal buyer should have experience in the construction and/or landscaping industry.

The company enjoys a **strong competitive advantage** in its service area because of its 40-year history and reputation for superior craftsmanship and the use of high-quality construction products and materials. The Company has a solid foundation and is poised for accelerated growth.

A new owner is projected to continue benefiting from the current repeat revenue business model and achieve **significant additional growth** by adding a sales resource to expand the geographic service area. The Company projects an annual revenue growth rate under such premise of 10%+ per year with higher gross margins.

The company has been **fully reviewed and conservatively appraised** by an accredited national valuation firm at 4.3x EBITDA (2025). A full valuation report is included, and there is $196,000 in Net Working Capital plus another $586,500 in Fixed Assets included in the deal. The business is pre-qualified by an SBA lender subject to the buyer's financials, and by implementing the proposed deal structure, an owner-operator will obtain almost **$410,000 benefit in after-acquisition-debt cash flow in Year #1 – over 100% 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	$398,000
Buyer Bank Financing	$1,194,000
Seller Financing @ 9.75% / 5 years	$398,000
Long Term Debt Assumption	$0
Total Purchase Price	**$1,990,000**

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

Buyer Benefits

1) Growing business for 40+ years – leader in the market with solid growth potential
2) Motivated owner helping in the transition, including a potential consulting agreement
3) Turnkey Operation – Key management & trained field personnel in place

A NEUMANN & ASSOCIATES, LLC
Postal Box 500 • Atlantic Highlands • New Jersey 07716 | Phone (732) 872-6777
InvestorInquiry@NeumannAssociates.com • www.neumannassociates.com

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.

CONFIDENTIAL