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BUSINESS PROFILE (File #110803)

Outdoor Powered Equipment Dealership

Location: Central Indiana

Industry: Outdoor Powered Equipment – NAISC: 444210 / SIC: 5261

Business Summary

This business is a Powered Equipment Sales and Service Dealership that is a family owned & operated business. In a community that is part of the Indianapolis south-metro area. The Dealership sells and services some of the most popular and trusted brands in the industry, this business has a strong market share in this community with plenty of room for continued growth. The owners have a tradition of strong customer care and are service oriented. According to one of their major manufacturers, the company was #2 in the State of Indiana for sales performance in 2010 and looks for continued strong growth going forward. There is stability in the customer base, with a combination of residential, commercial and industrial customers. The company is located in a high traffic location. This is a great opportunity for a “down-sized” professional looking for a solid business opportunity, it could be a strategic fit for a company with an outdoor business (lawn service or landscaping comes to mind) or an independent home builder looking for additional income. Whatever your situation, this business could be part of your business solution.

Why should you buy an existing business? Because:

- * The groundwork for starting the business and getting it up and running is already done, reducing the risk. In fact, this business is profitable and a sales leader in the state of Indiana.
- * Financing may be easier since this business has a proven track record and I'll help find the financing you'll need.
- * The market for the company's products & service has already been demonstrated, reducing risk.
- * There are established customers, a reliable income stream, a reputation to capitalize and build on and a useful network of contacts.
- * A business plan and marketing method is already in place.
- * Existing owners have experience you can draw on.

Seller ID: 110803 – Outdoor Powered Equipment

Financials:

Asking Price: \$399,750

Gross Revenue: \$1,152,599

Cash Flow: \$203,646

Cash Flow Comments: Seller's Discretionary Cash Flow

Inventory: \$350,000 (Not Included in Asking Price)

FF&E: \$60,300 (Not Included in Asking Price)

Seller Financing: Seller will consider all serious proposals

About the Business

Year Established: 14

Employees: 3 full time

Relocatable: Yes

Facilities: The business leases 69000 sq ft in a retail building in a high traffic area of the community. The building is well maintained and the lease is transferrable.

Market Outlook and Competition: The Major brands carried by this business compete well and earn significant market share. The Dealerships services all brands is sells. Superior customer service and competitive pricing attract the discriminating retail, commercial and institutional customer. The business has Dealer Agreements with manufacturers.

The business is positioned for additional growth and may benefit by the addition of a new line under consideration. The business will benefit from continued growth prospects of the Indianapolis south metro area.

Management Training and Support: Seller will train the new owner and could be available beyond the transition if needed.

Reason For Selling: Retirement