

FOR SALE: Management and Distribution of Playground Implementation

After debt payment a buyer will receive \$147,215!

Financial Overview

List Price: \$2,575,000

Gross Sales

2022	2021	2020	2019
\$3,253,670	\$2,981,572	\$3,106,509	\$2,033,630

Cash Flow

2022	2021	2020
\$478,502	\$399,527	\$416,925

Funding Example

Purchase Price: \$2,575,000

12.5% Buyer Down Payment	\$321,875
12.5% Seller Financing	\$321,875
70% Bank Loan	\$1,931,250

A 12.5% down payment of \$321,875 returns \$147,215 in the first year after debt payments!

Assets Included in Purchase: \$572,916

Hoops: \$48,056

Trampolines: \$67,436

Playgrounds: \$122,078

Equipment: \$68,547

Vehicles: \$266,799

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Services: Project Management including: Client consultation, design, layout, logistics/delivery, implementation, maintenance and additions.

Product: Residential and commercial playground equipment, trampoline systems, basketball and sporting courts.

Facilities: Total 20,000 sq. ft: 5,000 sq. ft of offices and party rooms, 10,000 sq. ft show floor/ play space, 5,000 sq. ft warehouse and equipment storage.

Personnel: 10: 3 sales associates, 1 receptionist and greeter, 6 installers (2 seasonal, and 2 subs).

Year Established: 1993

Current Owners' Responsibilities: Payroll, marketing, accounting, general oversight and scheduling.

Owner Transition Period: 1 year

Growth Opportunities: Preschools; Special education schools; municipalities to work on public parks. Also adding other product lines such as ninja warrior courses, gazebos, picnic tables, and firepits.

Recession Resistant: Parents continually find ways to focus on their children, if they can't afford vacations, they often turn their attention to making the home more fun for the family.

Reason for Selling: Reprioritization and more time to focus on family

Location: Omaha, NE

Description

This is an all-encompassing project management company that begins with customer consultation, design & layout, logistics & delivery; then implementation followed by annual maintenance and equipment additions. Focused on Sports Courts and Playgrounds (both residential and commercial) and trampoline systems. There is plenty of room to display all the recreation this company can bring to a backyard in their 20,000 sq. ft. facility; which includes offices, warehouse space and a showroom. Proven over the test of time, this business will turn 30 this year and there is no stop in sight as they are projecting higher sales than last years \$3.2 million in sales (which was the highest year)! There are 10 on staff, with 3 sales associates, 1 receptionist and greeter, and 6 installers (2 full time, 2 seasonal, and 2 subs). With growth opportunities including partnering with small schools, public parks, and growing the commercial side of business and by adding other product lines such as ninja warrior courses, gazebos, picnic tables, and firepits. With a 12.5% down payment of \$321,875, a buyer can expect a return of \$147,215 in the first year after debt payments. The assets included in the purchase of this business are valued at \$572,916 and this includes hoops, trampolines, playground equipment, vehicles and more.

Not only does this hands-on sales space allow parents to "try before you buy" it also acts as a space for hosting birthday parties and an indoor destination that is sure to please any child looking for fun on a rainy or snowy day. One of this business's most effective marketing tactics includes hosting on-site birthday parties and free-play time. Due to this tactic, a large portion of their customer base has approached them through word-of-mouth recommendations which has led to an excellent profit margin. Priced at **\$2,575,000**, the current owner has offered a transition/ training period of up to one year to ensure a smooth transition.

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