

Event Equipment Rental Company

Southern Maine

Available For Acquisition

*Empire Business
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The Business

Established in 1972, this business has a proven track record for generating healthy discretionary income for the owner. The owner has decided to tend to other business interests. Serving the affluent southern Maine border region, this Company has stood the test of time and built a solid reputation in the Event Equipment Rental arena.

Sales have been steady despite little time and effort on the owner's part to grow the business. This is due in part to the longevity and stable business relationships that generate repeat business. Additionally, new leads are secured by their recently revamped website.

The Company has a long-standing general manager in place with seasoned experience and a solid understanding of all business operation protocols. His experience and tenure with the Company enables a new owner to "hit the ground running" and focus on expanding sales, profits and cash flow.

WHY BUY?

- **Cash Flow:** The Company has consistently averaged in excess of \$225,000 of discretionary cash flow over the past 3 years.
- **Established Reputation:** The Company has been a staple in the event equipment rental market for well over 45 years.
- **Upside Revenue Possibilities:** The Company has maintained steady revenues despite minimal time and energy devoted toward growing sales.
- **Significant Retooling Completed:** The Company has invested heavily in new event rental assets as part of its rebranding effort toward upscale, high-end venues.
- **Ready to Go:** All the components are in place to allow for a smooth and orderly transition.

This business opportunity is well positioned for an existing event rental organization to expand its territory to the lucrative Southern Maine Seacoast community. Also, an ideal scenario for an entrepreneurially minded individual or couple seeking a rare investment opportunity that can bring sustainable cash flow. The business has operated successfully despite a mostly “hands-off” presence from the current owner who has embraced other business opportunities. Growth opportunities exist by; expanding the demographic footprint, adding a salesperson to the organization to cultivate existing and new corporate and institutional clients and leveraging the high return on investment and return on assets tied to this business model.

Financial Summary

The summarized financial information below was extracted from Company tax returns and internally prepared financial statements. Additional financial information, including tax returns, operational data, and other key Company information will be available to qualified buyers after successfully meeting certain necessary qualifications.



	<u>2016</u>	<u>2017</u>	<u>2018</u>
Revenue, Net	\$ 991,832	\$ 995,503	\$ 1,003,364
Gross Margin	979,372	975,598	990,117
Profit (Loss)	53,593	(20,020)	201,691
Add Backs	217,491	227,005	23,638
Seller's Discretionary Earnings	\$ 271,084	\$ 206,984	\$ 225,330

Note: Based on company financial statements

Offering Price

This Company, while generating healthy Seller’s Discretionary Earnings (SDE) on a consistent basis, has untapped potential. A talented buyer will leverage this established and historically stable business to bring it to the next level of growth and profitability. **The Company is offered for \$1,100,000 and includes all fixtures, furniture, equipment, vehicles, Company name, goodwill, a non-compete agreement. The offering excludes accounts receivables.**