

FOR SALE: Wholesale & Distribution of sports Team Goods – 40 Licensed Vendors

Leadership Team in Place with Absentee Ownership!

Financial Overview

List Price: **\$5,925,000**

Gross Sales

2022
\$8,671,536

Cash Flow

2022	2021	2020
\$1,210,270	\$1,577,461	\$1,271,185

Valuation: 3-year Avg Cash Flow x Multiple = Valuation
 \$1,352,972 x 4.4 = \$5,953,076

Assets Included in Purchase: \$2,025,000

Assets: \$365,000: fork lift, extensive warehouse shelving, pallet shrink wrapper, packaging equipment, pallet racking

Leasehold Improvements: \$150,000

Inventory: \$1,508,021 in licensed sports team novelty items. This fluctuates constantly.

Business Information

Services: Wholesale distribution of licensed sports team goods

Product Brands: NFL, MLB, NBA, MLS, NGH, NASCAR, US Army, Jack Daniels, Harley Davison

Product Types: Accessories, gifts, home goods, displays, novelties, fan gear & more! Over 300 product types with a highly diversified portfolio of 40+ vendors. They do not sell clothing or sports equipment.

Clients: Over 800 B2B customers made up of truck stops, grocery stores, online ecommerce companies, and others. They have both wholesale and dropship customers.

Office & Distribution Center: 42,000 sq. ft. distribution center, 4,000 sq. ft. warehouse/storage

Location: Omaha, Nebraska

Service Area: Continental United States

Manufacturers: WinCraft, Fremont Die, Schutt, Riddell, ProMark Northwest, and more (all licenses are held by manufacturer)

Established: 30+ years

Employees: 10: President, Purchasing Manager, Controller, Sales Director, 6 in Warehouse & Shipping

Seller Transition: 6 months to 1 year, though likely this would not be needed

Reason for Selling: Age, owner has already relocated to warmer weather to begin retirement.

Funding Example

Purchase Price: **\$5,925,000**

10% Buyer Down Payment	\$592,000
10% Seller Financing	\$592,000
5% Equity Roll	\$296,250
75% Bank Loan	\$4,443,750

A 10% down payment of \$592,000 returns \$453,377 in the first year after debt payments!

Description

The business has a highly diverse portfolio of more than 40 vendors, such as Riddell, WinCraft, and Fremont Die. The company produced nearly \$9M in revenue in 2022, putting \$1.3M to the bottom line. Their 42,000 sq. ft. distribution facility ships to over 800 B2B customers across the Continental US, made up of truck stops, grocery store chains, ecommerce companies, and more. Boasting over 300 types of products ranging across accessories, gifts, home goods, and gear, they have something for every fan. There is a good mix of wholesale clients versus dropship orders where no inventory is held. Over 3 decades ago, this company started with a young man who sold his first baseball card; now over 30 years later, this business thrives in the distribution of sports products & highly recognizable brands. The owner resides part time out of state and has a passive role. This is due to the strong leadership team in place, including a tenured President, Controller, Purchasing Manager, and Sales Director, plus a warehouse & shipping team.

Priced at **\$5,925,000**, this business includes 2 million in assets, a strong team, and solid reputation and history, putting a new owner in the perfect position to continue operating and growing successfully. The owner is willing to finance 10% and/or retain 5% equity, as a show of good faith in the ongoing success of the business. A 10% down payment of \$592,000 returns \$453,377 in the first year after debt payments!

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Last revised by: BV 4.3.2023