**Acquisition Opportunity** 

## DOMINANT POWER SPORT DEALER



**Business Description:** This dealership represents multiple lines of new and used Power Sport equipment and accessories that produce \$10 Million in revenues. Competition is virtually non- existent. This dealership represents multiple lines of new and used powersport equipment and accessories that produce \$10 Million in revenues. Competition is virtually non- existent.

<u>Sales and Marketing:</u> Sales and marketing is typical of most dealerships. It uses the showroom sales floor and visible location as its primary sales effort. It also advertises in various media along with the cooperative marketing programs of the manufacturers. It uses social media and has an interactive web presence. PR and sponsorship events are also utilized to market the dealership.

Operational Strengths: The dealership has shown considerable growth in revenues over the past 3 years with 33% increases and another 20% increase expected in the coming year. The operating profit is expected to increase significantly with the expanded revenues as the proportion of overhead becomes decreased versus sales. It is important to note that the financial management systems are sophisticated and tracks every detail of the business from units sold to service and other important tracking aspects. A brief P & L over view is enclosed below with more detailed information available as appropriate.

Financial Summary as at December 31 <sup>st</sup>							
	2016 Est by Seller	<u>2015</u>	<u>2014</u>	<u>2013</u>			
Revenue	\$10,000,000	\$7,342,516	\$6,091,895	\$5,532,417			
Adjusted EBITDA	\$400,000	\$241,254	\$66,159	\$114,224			

Other Highlights						
Location	Financials	Management Team in Place	Years in Business	SIC Classification		
New England	Internal & Tax Returns	Yes	25	5571-06		

## **Direct All Inquiries to:**

Gottesman Company Refer to: S-2630-3 RB

Tel: 212-330-8010 Fax: 646-434-4557 E-mail: office@gottesman-company.com

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Gottesman Company – 200 East 71st Street – New York, NY 10021

www.Gottesman-Company.com