

Independent Retail Store (2 locations)

Southwestern Ontario, Canada

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**2023 REVENUE/
NORMALIZED EBITDA**

\$4.41M / \$658K

*Revenue for 8 months ended
February 29, 2024 of \$3.8M*

GROWTH OPPORTUNITY

There is an opportunity to expand sales channels to reduce seasonality. The website could be refreshed to include new products and an updated catalogue. Use this platform to be a leader in building an online sales model for sporting goods.

The unique operating model can be replicated with support from the existing warehouse through a licensing or franchise sales model.

REASON FOR SALE

Owners wish to retire and explore new opportunities. They are available, for a negotiated period of time, post-closing to assist with the transition as they want to see the legacy they have built to continue.

BUSINESS HIGHLIGHTS

- Well-established with deep roots in the community
- 2 retail locations and a large warehouse
- Strong relationships with all major brands in the hockey equipment industry
- Good working relationships with local teams and associations
- Large pool of part-time workers available
- State-of-the-art skate sharpening equipment operated by trained technicians at both locations
- Recent upgrades to main store including new signage and POS system

PRODUCTS & SERVICES

Sporting Equipment includes:

- Hockey, Lacrosse, Ringette, Figure Skating,
- Soccer, Baseball, Disc Golf

Services Include:

- Skate Sharpening
- Team Apparel, Screen Printing and Embroidery

IDEAL CANDIDATE

An experienced merchandiser could have a major impact on taking this fast-growing business to the next level. Purchaser should have business acumen, management skills and marketing and administration experience.

FINANCIAL REQUIREMENT

Purchaser should have access to approximately \$1 million in unencumbered funds.

FOR MORE INFORMATION