

HIGHLY PROFITABLE SEWING AND QUILTING RETAILER

Profile #1521

This unique business established for nearly 40 years provides high-end retail sewing and quilting products along with weekly online classes to a well-diversified customer base. The company thrived through the recent pandemic with increased sales and capturing more customers both locally and online. While YTD 2021 revenues are lower than previous years, profitability has increased with an experienced, trained staff in place allowing the owners to work only part-time. This company would make an ideal acquisition for an individual or a group of partners searching for an well managed business with different ways to grow using a hybrid of online and traditional retail marketing approaches. The owners are willing to fully train the new owner in the transition period (time negotiable) and SBA lending references are available upon request.

Business Highlights

- Well-known Local Brand Name
- Experienced Trained Staff
- Repeat Customers
- Industry Leader
- Multiple Revenue Sources
- Low Overhead

Purchase Price and Terms

Business	\$850,000
*Down Payment (est. at 20%)	\$175,000
*Terms (est.):	10 years, 6%, \$7,800/month

**Assumes buyer qualifies for SBA guaranteed financing.*

Corporate | History

- Established nearly 40 years
- S Corporation
- Retirement

Location | Facilities

- Southern Colorado
- 5,600 sf (approximate)
- Lease

Customers

- Retail
- Local/Online
- Repeat Customers

Sales | Marketing

- Website
- Online Classes
- Traditional/Word of Mouth

Products | Services

- Sewing Machines
- Fabric
- Education

Management | Staff

- 16 part-time employees (includes owners)

FINANCIAL HIGHLIGHTS

	<u>Gross Sales (\$)</u>	<u>Adjusted EBITDA (\$)</u>
2018	1,104,906	159,845
2019	1,042,196	224,327
2020	1,133,342	313,464
2020 (Jan-Sep)	754,929	110,976
2021 (Jan-Sep)	687,838	101,668

ASSETS INCLUDED (estimated)

Furniture, Fixtures & Equipment	\$ 76,000
Inventory	167,000
Total	\$243,000



All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.