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**ID#: PET018-F**

***FOR SALE:*** **Pet Boarding & Daycare: 2 Locations with Managers**

*2 Beautifully Built Out Puppy Palaces in Charleston, SC!*

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| **Financial Overview**  **List Price:** **$1,400,000**  **Gross Sales**   |  |  | | --- | --- | | 2022 *Annualized* | 2021 | | $1,639,522 | $1,530,186 |   **Cash Flow**   |  |  | | --- | --- | | 2022 *Annualized* | 2021 | | $405,676 | $382,861 |  * **2021 Profit Margin**: 25% * **2021 Cash Flow**: $382,861   **Valuation**: 2021 Cash Flow x Multiple = Valuation  $382,861 x 3.65 = $1,397,443   * Due to COVID, there was a decrease which resulted in a lowered 2020 cash flow value   ***Assets Included in Purchase:* $70,000**   * **Computers, grooming and training equipment, washer & dryer, play yards with turf** * **Gorgeous Build Out**   *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  | **Funding Example**  **Purchase Price**: **$1,400,000**     |  |  | | --- | --- | | **15% Buyer Down Payment** | $210,000 | | **60% Bank Loan** | $840,000 | | **15% Prom Note A** | $210,000 | | **10% Prom Note B (No payment for 2 yrs)** | $140,000 |   *A 15% down payment of $217,500 returns $167,473 in the first year after debt payments!*  **Description**  There are 2 beautifully built out puppy palaces in Charleston, South Carolina with a highly trained staff of 35 employees including a general manager at each location to handle day to day operations. Each staff member undergoes training on dog body language, health, and safety to ensure the utmost quality when dealing with customer’s pets. They are charter members of The Dog Gurus, who are industry leaders in safe off-leash play. They are also Pet Tech trained in dog and cat emergency care. This staff allows for passive ownership by the owner who only handles general oversite as she travels throughout the year. Their services include enrichment daycare, boarding, grooming & bathing, online dog training, in-home pet sitting, dog walking, and pet taxis. Their years of expertise and variety of available services in the pet industry have allowed them to boast a 25% profit margin, and they are expecting a cash flow of $405,676 in 2022! Not only do the annualized numbers show growth, so does the seller’s steadfast belief in the continued success of the business. To illustrate this good faith, the seller has offered a 3–6-month training/transition period and to carry a total of 25% of the purchase via promissory notes!  The business’s main routes for finding new customers include social media ads, search engine optimization, and hosting events and sharing their monthly newsletter with emails collected during those events. Their excellent reputation and personalized approach have allowed for a significant repeat client base. The highly experienced team is passionate about what they do, giving the client base a feeling of “family” in the pet community.  Priced at $1,400,000, there is ample opportunity for growth. An incredible asset of this business is the well-trained and experienced team who are cross trained in many different skills and many of whom have a long tenure within the company. Their goal is to create a fun and safe environment where dogs come to play and learn and where pet parents can confidently place their trust in the business’s standards of care. They are an enrichment center, not just a standard doggie daycare! |
| ***Business Information***  **Year Established:** 2009  **Location**: 2 locations in the Charleston, South Carolina area  **Service Area**: Charleston area  **Services**: Enrichment Daycare, Boarding, Grooming & Bathing, Online Dog Training, In-Home Pet Sitting, Dog Walking, Pet Taxis  **Clients**: Local pet owners  **Lease**: Two locations equaling $4,000/month  **Reason for Selling**: Retirement Planning  **Personnel**: 35, including a general manager at each location to handle day to day operations  **Seller Training Period**: 3-6 months  **Current Owners’ Responsibilities**: Oversight only – there are managers in place to handle operations, allowing the seller to travel throughout the year. |  |
| ***- CONFIDENTIAL -*** Last Revised JB 8.15.2022 | | |
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