

FOR SALE: Dog training Academy: ADA Service and behavioral training.

New Large Facility fully-equipped to handle 50+ Dogs!

Financial Overview

List Price: \$490,000

Gross Sales

2021	2020
\$350,206	\$253,572

Cash Flow

2021
\$253,161

- **Profit Margin:** 72%
- **Multiple:** 2.3

Valuation: 2021 Cash Flow x Multiple = Valuation
 \$253,161 x 2.4 = \$607,586

Assets Included in Purchase: \$50,000

Equipment: \$50,000: Dog kennels, training equipment

Intangible Assets: Proven dog training methods, excellent social media reviews, proven results, proprietary software

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2016

Location: Kearney County, Nebraska

Service Area: Most clients are from Nebraska, with some from each surrounding state and across the U.S.

Services: Boarding, daycare, service and working dog training, grooming, dog training: behavior modification, individual and group classes, and rehabilitation.

Clients: Individuals, veterinarians, hunters, corporate and independent pet stores

Lease: Large completely indoor facility, 40 x 70, includes 24 large kennels as well as space for training.

Reason for Selling: Career change

Personnel: 5: All staff can train and care for the animals

Seller Training Period: 6 months

Growth Opportunities: Expand service dog training and raising, engage in marketing to gain additional customers, continue off-site classes and work to build clientele, grooming services

Current Owner's Responsibilities: Oversight and helping trainers, 10 hours a week.

Funding Example

Purchase Price: \$490,000

10% Buyer Down Payment	\$49,000
10% Seller Financing	\$49,000
80% Bank Loan	\$392,000

A 10% down payment of \$49,000 returns \$180,382 in the first year after debt payments!

Description

This dog training & boarding business has an extremely diverse client base and a new, large facility equipped with all the essentials needed for proper day to day functions. The current owner spends about 10 hours a week on the business; mostly out of preference and has offered a 6-month training period to ensure a smooth transition. This full-service boarding and training academy offers training programs tailored for service dogs as well as behavioral training courses. These programs range from 2 months up to a year and they also offer daily daycare services. The 5-person team is extremely competent, with each team member equipped with the knowledge and know-how when it comes to training, grooming, and caring for dogs. Proven methods and customer service set this dog care business apart from the competition. Selling at a low multiple with a 72% profit margin in 2021, this Nebraska based business boasts an annual cash flow of over \$250,000 and is a great opportunity for pet lovers and entrepreneurs alike. **A 10% down payment of \$49,000 returns \$180,382 in the first year after debt payments!**

This business is poised to grow with a new, relocated indoor facility which allows plenty of space for training and the 24 included large kennels. With growth shown during Covid and this business is on a continued upward trajectory, despite doing almost no marketing and relying mostly on their excellent reputation and word of mouth referrals. Continued expansion of services, particularly online services, could take this business to the next level. The current owner recommends maintaining their current focus of excellent customer service and transparency

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Last Revised BV 10.4.2022

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