

# Independent Retail Store (2 locations)

Southwestern Ontario, Canada

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**2024 REVENUE/  
NORMALIZED EBITDA**  
**\$4.84M / \$646K**

*(5-months FY2025 revenue up 1.3%)*

## GROWTH OPPORTUNITY

The operating model/systems are well thought out and operating smoothly. They lend themselves to creating a growth model that could include:

- Developing an online sales program
- Expand product lines
- New service offering opportunities through the company's recent investment of \$50K in embroidering and heat press equipment
- Opening new company stores
- Selling franchises
- Acquiring competitors (roll-up)

## REASON FOR SALE

Owners wish to retire, but they are prepared to remain as a coach for integration of the purchaser into the business as they want to see the legacy they have built to continue.

## BUSINESS HIGHLIGHTS

- Well-established with deep roots in the community
- Long term employee management team in place
- 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 PURCHASER

Purchaser should bring all business skills necessary to operate a retail service business plus the financial resources to grow the business.

## FINANCIAL REQUIREMENT

Purchaser should have access to approximately \$1 million in unencumbered funds. Sellers are prepared to consider some financing.

**FOR MORE INFORMATION**