

Confidential Business Review



Sample Company

5789 NE Someplace, MS. 12345

This Confidential Business Review is highly sensitive. It is for the exclusive use of those who are seriously considering the acquisition of the business described herein and have signed the Confidentiality Agreement.

Presented by Bizprofitpro
Sample Company

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This Confidential Business Review contains proprietary and confidential information regarding this business and its business operations. This business package is based on information provided to us from the sellers and assumed to be accurate. Nothing obtained herein is or should be relied upon as a promise or representation of the future. As per the confidentiality agreement signed, any advisors or representatives who need to know such information for the sole purpose of evaluating possible transaction between you and the Company shall be advised by you of the agreement and directed for the benefit of the Company to keep confidential to the same extent as though they were parties to this agreement prior to transmittal. This document is not to be copied or distributed and has been prepared specifically for the purpose of the presentation. The receipt of this report is an acknowledgment that the information contained herein will be maintained in confidence in accordance with the confidentiality agreement you have executed. If there is no interest in the business as an acquisition, the Confidential Business Review and all information shall be promptly returned or destroyed.

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SAMPLE

Confidential Business Profile

Business: Sample Company

Location: 789 NE Someplace, Hillsboro, MS. 12345

Premises: 4500 ft²

Established: 1907



Financial Information

Annual Revenue: \$ 1,000,000

Employees: 11

Cash Flow: \$ 100,000

FF&E Value: \$ 155,000

Asking Price: \$ 299,999

Inventory Value: \$49,895

Reason for Selling: Retiring

Description

ADDRESS:

5789 NE Cornelius Pass Rd
Anyplace, MS. 12345

BUSINESS HOURS:

Monday – Friday
7:30 am – 5:30 pm

HISTORY:

Opened in 2009

REASON FOR SELLING:

Owner is retiring

Description of Business

Sample Company is a family-owned and operated automotive repair business. It was opened by Joe Motor in 2009. Sample Company specializes in both domestic and imported vehicle repairs.





The company uses modern computerized equipment to perform automotive and light truck service and repair. It also does vehicle inspections and factory-authorized vehicle

maintenance. SAMPLE COMPANY is AAA approved with an ASE Blue Seal of Excellence and is a DEQ recognized automobile repair facility. SAMPLE COMPANY has an impeccable reputation, rock solid earnings, and a skilled staff which will be shown by the favorable ratings found in this document. The shop serves affluent residents of Washington County and enjoys a loyal customer base of 13,260 customers.



HOURS OF OPERATION

Monday	7:30am – 5:30pm
Tuesday	7:30 am – 5:30pm
Wednesday	7:30 am – 5:30pm
Thursday	7:30 am – 5:30pm
Friday	7:30 am – 5:30pm
Saturday	Closed
Sunday	Closed





Employee Information

The office staff at SAMPLE COMPANY consists of a service writer and part-time office manager. The Service Department includes a manager and two full time technicians.

OWNER'S ROLE



The owner, Business Owner works full time in the business and serves as a diagnostic technician. Most of Tim's time is spent working on vehicles, but he also handles the management function with the help of his staff.

STAFF SCHEDULE

Position	Status	Compensation	Hours	Schedule
Office Manager	Part Time	\$30k/yr	5 - 8 hrs /wk	Schedule Varies
Service Writer	Full Time	\$60k/yr	40 hrs/wk	Mon - Fri 8am - 5pm
Manager	Full Time	\$60k/yr	40 hrs/wk	Mon - Fri 8am - 5 pm
Technician 1	Full Time	\$25.00 per hr	40hrs/wk	Mon - Fri 8am - 5pm
Technician 2	Full Time	\$21.50 per hr	40 hrs/wk	Mon - Fri 8am - 5pm
Technician 3	Full Time	\$18.00 per hr	40 hrs/wk	Mon - Fri 8am - 5pm

Description of Facility



SAMPLE COMPANY is a clean 8100 ft² state-of-the-art facility. The business has been in operation at this location since 2009. The current rent is \$8711 and the lease is renewable. The layout is efficient and makes for an inviting customer experience and a nice place for employees to work. There is ample

parking for customers and employees offering convenience and safety. Please click the start button see a video tour facility.



[Click Here For Video Walk Through of Shop](#)

Online Presence



Business Reputation

SAMPLE COMPANY has established itself as a business that does superior work with integrity and has earned the highest customer satisfaction. The company has a 5 star ratings on Facebook and Yelp, and Google. The business's stellar reputation and brand is further substantiated by the fact that most of their clients are referrals.

Business Website: <https://samplecompany.com>

Twitter: <https://twitter.com/company>

Facebook: <https://www.facebook.com/company>

Yelp: <https://www.yelp.com/biz/company>

Yelp Reviews



Middleton Motors

★★★★★ 38 reviews



★★★★★

3/24/2021

Adriana O.

I brought my car here a couple weeks ago after the alternator died on me. After shopping around, I was referred to Middleton Motors and spoke with Jason...

[Read More »](#)



★★★★★

3/15/2021

Jake D.

I was having a problem with my headlights and a friend recommended Middleton Motors. I'm so glad they did! They were professional, responsive, trustworthy...

Facebook Reviews



Middleton Motors

5.0 ★★★★★

Based on 12 reviews

powered by [Facebook](#)



Bryan Simmons

12 months ago

★★★★★ Tim and his crew have worked on my family's cars for over 5 years now. they are professional and the cost is always...
[read more](#)



Misty Mellinger-Slater

a year ago

★★★★★ Great group of honest mechanics! Wouldn't trust my cars with any other place.



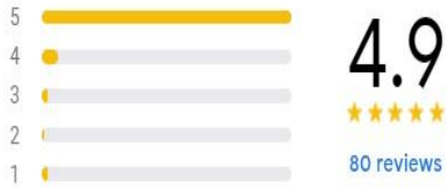
David Millot Jr.

2 years ago

★★★★★ Simply the best

Google Reviews

Review summary



- I** "Always a fantastic experience, great **prices** and **service**, love the **staff**!"
- J** "Problem fixed quickly and at a great **price**!"
- M** "These were awesome **people** to get **work** done from!"



The goodwill associated with this operation is well represented in its online reputation. The company is well respected for being highly skilled and professional. The company is also known for integrity.



Middleton Motors
★★★★★ Google
4.9 out of 5 stars



JEREMY JOHNSON
★★★★★ 5 out of 5 stars
posted 2 months ago

Been with them for about 5 years. It is nice to have a repair shop that you can trust! Jake and Tim are patient in explaining all the options and the rate they charge is fair.

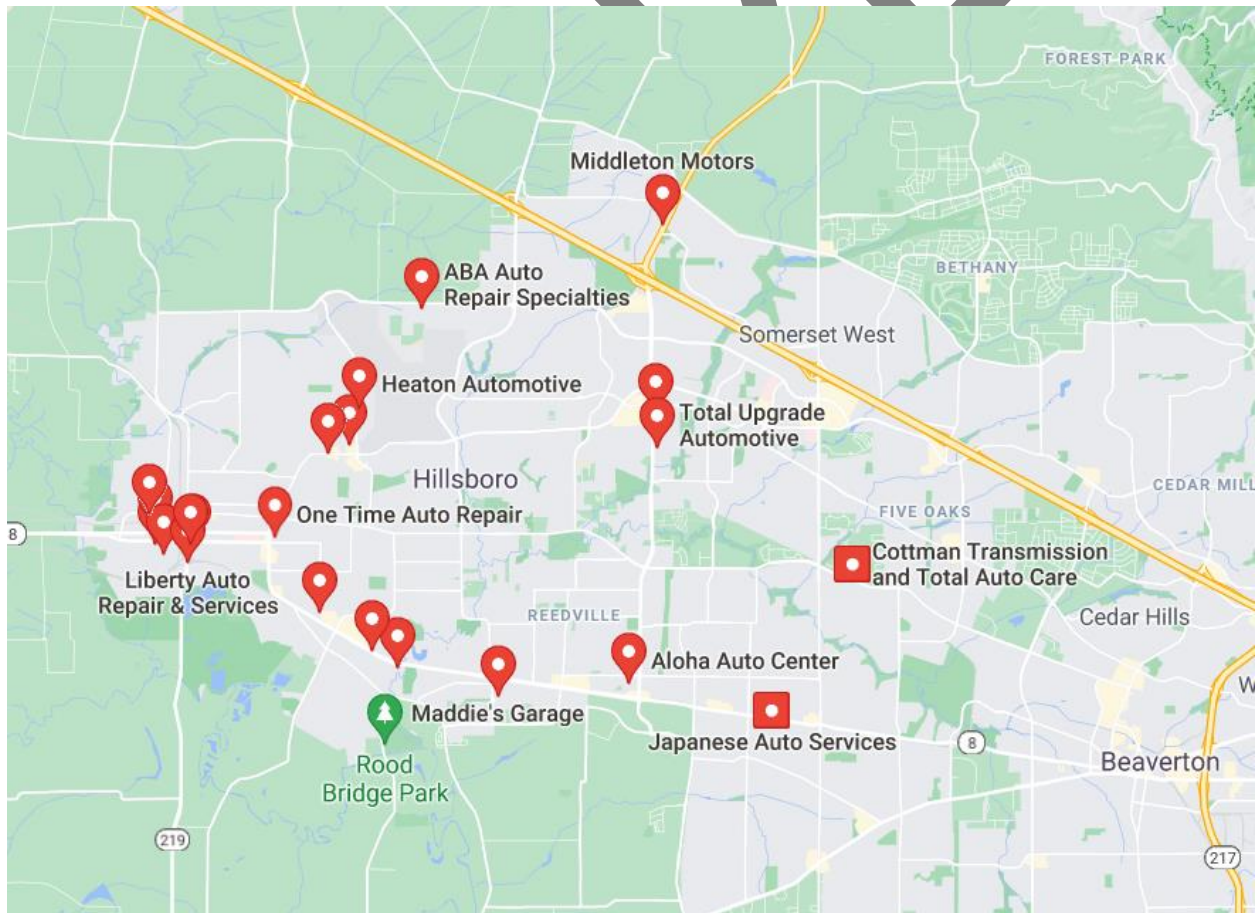


Matt Berg
★★★★★ 5 out of 5 stars
posted 4 months ago

These were awesome people to get work done from! Timely, affordable, and over the top courteousness. I Absolutely will be back and will recommend their services to others!

Competition

There are several competitors in the area but few enjoy the reputation and success of SAMPLE COMPANY. The staff is not only well trained technically but also provide above average customer service which is shown in their outstanding reviews. One customer said “theoretically speaking, this is the kind of place I would be willing to write a blank check to.... I would trust them that much.”



Growth Opportunities

Although the company is well run, there are still opportunities for growth. The following recommendations are some actions that could lead to significant sales gains, but the options are only limited by the imaginations of the owner:

- 1) Open on Saturdays for additional business
- 2) Hire more technicians to serve new customers
- 3) Increase advertising spend to the industry standard of 1.1% of sales or about \$15K based on sales. (current advertising spend is \$4K)
- 4) Market special offers to 13,260 current customers in database.



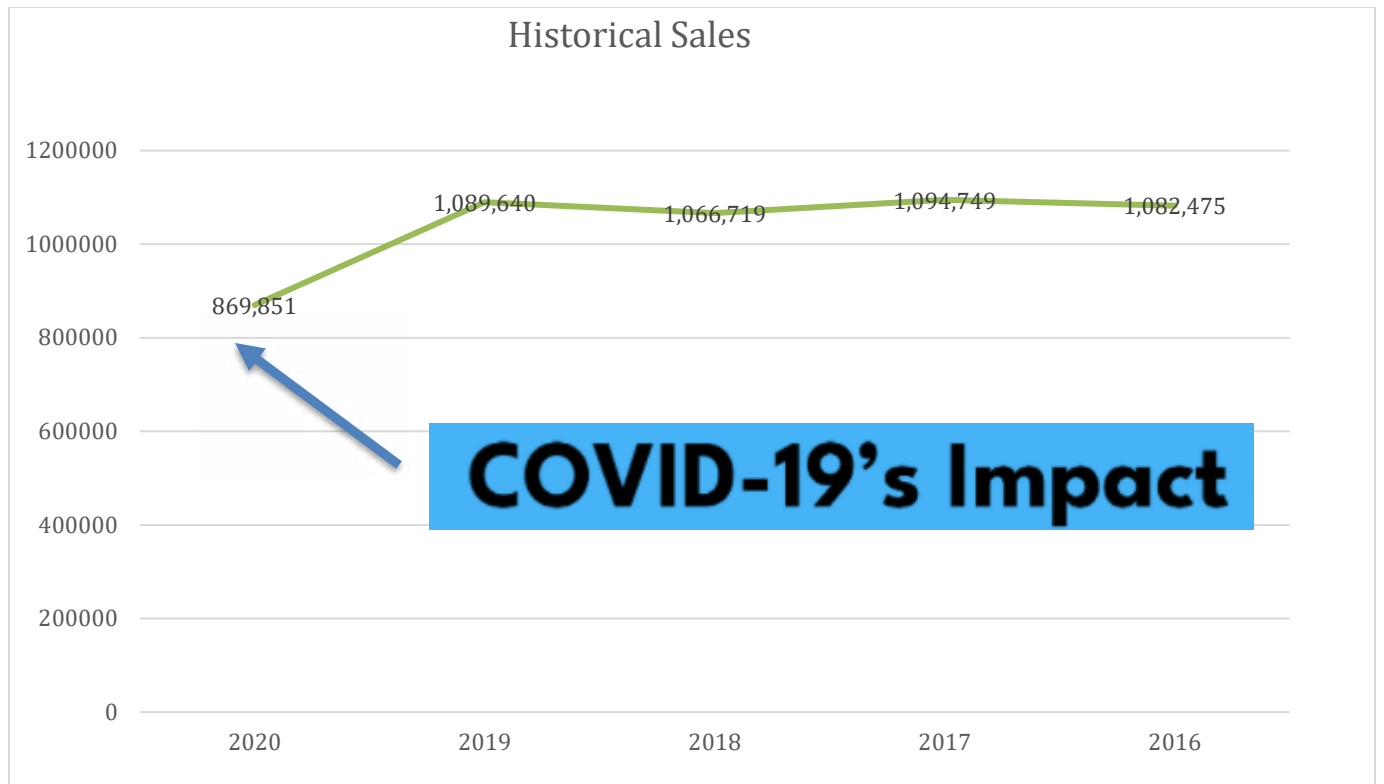
Financial Performance

The business produces reliable income and has averaged \$1,040,687 in revenue from 2016 to 2020. Unfortunately, the Corona Virus had a negative impact on sales as was the case for most



businesses. COVID-19 resulted in less travel by car, thus less repairs.

As of this writing COVID-19 vaccinations are exceeding 50% with infection rates dropping and economic growth quickly recovering. Bloomberg Businessweek reported the COVID-19 crisis is accelerating a technology boom that has the potential to boost productivity and growth in all sectors of the economy. This coupled with deferred auto repairs and maintenance could potentially be a boost to SAMPLE COMPANY.



Financial Documents

[Adjusted Income Statement](#)

[2021 YTD Income Statement \(January – May\)](#)

[2020 Tax Return](#)

[2019 Tax Return](#)

[2018 Tax Return](#)

[2017 Tax Return](#)

[2016 Tax Return](#)

[Click For Financial Documents](#)

Support & Training



The owner is a master technician and is willing to stay on servicing vehicles for a period of time while a replacement is found. Additionally, the owner will provide the buyer training and adequate time for a smooth transition. Tim has spent many years building the business to what it is today and wants it to continue and thrive. He has agreed to make himself available to the new owner to support the continued success of the company upon mutual agreement.

Reason for Selling

Business Owner has built a successful business and is retiring after a long and productive career. He is hoping that someone will continue his legacy of quality to his more than 13,260 loyal customers.

Key Considerations



This is a turnkey business with everything in place including staff and inventory for a new owner to create profit from day one. The new owner does not need to have specific auto repair knowledge because

technicians are in place that perform the repair work. The buyer can hire additional technicians to support the growth of the business as the business prospers or as needed.

Biggest Challenge Facing Business/Industry

The industry is constrained by lack of repair technicians and SAMPLE COMPANY also faces this challenge. The company would greatly benefit from the hire of additional technicians.

Equipment

The equipment has been well maintained and is in good condition. See a detailed list of equipment and age by clicking the link below:



Current Inventory

Inventory was \$10,147 dollars as of this writing. Expect inventory to fluctuate as parts get used for cost of goods sold and will change on a daily basis.



[Click here for inventory](#)

SAMPLE

Software
Office Supplies
Shop Supplies
Supplies & Materials - Other
Alarm System
Disposal
Electric
Gas
Internet

14,890	18,519	18,523	15,893	15,697	15,298	
18,255	18504	24,210	11699	8372	8311	
43,985	102,238	5,000	95,618	91,784	88,671	
35,899	37,758	46,864	49,516	41,377	45,939	
14,890	18,519	18,523	15,893	15,697	15,298	
18,255	18504	24,210	11699	8372	8311	
35,899	37,758	46,864	49,516	41,377	45,939	
14,890	18,519	18,523	15,893	15,697	15,298	
18,255	18504	24,210	11699	8372	8311	

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Total Expenses

Total Expenses	1,018,067	1,387,338	967,711	1,048,572	1,363,230	1,359,193

Tenative Net Profit

As Reported on Tax Return	(158,509)	240,310	(28,071)	416,770	(10,677)	(5,768)

Adjustments

13 Depreciation	19,877	18,504	24,210	11,699	8,372	8,311
16 Interest Payments	22,555	18,519	18,523	15,893	15,697	15,298
35 Inventory Adjustment	-					
Salary Included in Wages	105,000	103,525	102,171	78,000	142,757	131,445
Other	134,955					
Total Adjustments	282,387	140,548	144,904	105,592	166,826	155,054

Adjusted Cashflow

Adjusted Cashflow	123,878	380,858	116,833	522,362	156,149	149,286
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Sample Adjusted Income Statement

Sales	2021	2020	2019	2018	2017	2016
1 Sales revenue	958,777	1,869,851	1,089,640	1,766,719	1,694,749	1,682,475
(Less sales returns and allowances)						
Service Revenue						
Other Income 1						
Other Income 2						
Total Revenues	958,777	1,869,851	1,089,640	1,766,719	1,694,749	1,682,475
Cost of Goods Sold						
2 Purchases	99,219	242,203	150,000	301,377	342,196	329,050
Total Cost of Goods Sold	99,219	242,203	150,000	301,377	342,196	329,050
Gross Income						
		-	-	-	-	-
Total Gross Income	859,558	1,627,648	939,640	1,465,342	1,352,553	1,353,425
Operating Expenses						
7 Compensation of Officers	92,383	103,525	102,171	78,000	142,757	131,445
8 Salaries & Wages	144,904	248,037	150,000	95,000	301,750	303,411
9 Repairs & Maintenance	1,264	3,699	5,533	6,382	7,775	3,495
10 Bad Debts	-					
11 Rents	43,985	102,238	100,403	5,000	91,784	88,671
12 Taxes & Licenses	35,899	37,758	46,864	49,516	41,377	45,939
13 Interest	14,890	18,519	18,523	15,893	15,697	15,298
14 Depreciation	18,255	18504	24,210	11699	8372	8311
15 Depletion	-					
16 Advertising	3,500	3,717	4,191	7,229	6,754	5,903
17 Pension & Profit Sharing	-					
18 Employee Benefit Program	51,455	40,687	48,608	1,000	30,485	33,184
19 Other Deductions	85,003	80,680	15	97,294	96,259	96,607
20 Accounting Fees	3,750	3,655	3,699	2,877	4,200	3,900
21 Advertising	25,899	27,855				
Bank Service Charges	-					
22 Auto Expense	2,589	2,588	3,258	2,789	1,800	2,200
23 Customer Satisfaction	-					
24 Depreciation	8,800	8,800	8,800	8,800	8,800	8,800
25 Dues & Subscriptions	525	525	525	525	525	525
26 Health Ins.	9,000	9,000	9,000	9,000	9,000	9,000
27 Liability Ins.	9,800	9,800	9,800	9,800	9,800	9,800
35 Workers Comp	24,890	24,890	24,890	24,890	24,890	24,890
29 Interest	43,985	102,238	700	95,618	91,784	88,671
30 Legal & Professional	35,899	37,758	46,864	49,516	41,377	45,939
31 Licenses & Permits	14,890	18,519	18,523	15,893	15,697	15,298
32 Meals & Entertainment	18,255	18504	24,210	11699	8372	8311
33 Misc Exp	43,985	102,238	400	95,618	91,784	88,671
34 Payroll Expense	35,899	37,758	46,864	49,516	41,377	45,939
35 Postage & Delivery	14,890	18,519	18,523	15,893	15,697	15,298
36 Reconciliation Exp	18,255	18504	24,210	11699	8372	8311