

CBX LEAD:

2024 - 01 | Project Award

OPPORTUNITY PROFILE:

- **Type of Opportunity:** Sale of (1) Business + Real Estate or (2) Sale of Real Estate
- **Opportunity ID:** Project Award (CBX 2024-01)
- **Posting Date:** January 8, 2024
- **Closing Date:** February 5, 2024, or when seller comes to agreement with a prospective buyer

LEAD DESCRIPTION:

- The owner of a successful Crawford County food, accommodation, and rental housing business wants to retire and is looking to sell their business to a new entrepreneur or an existing business. *Property would be a good fit for rehab in-house facility, training center, wedding venue, long-term rental units.
- Annual sales are \$220,000 per year with just short term rental portion.
- Catering, business retreats, and wedding business have generated annual revenues of \$750,000 to \$1M per year, with potential for more.
- Real estate includes 9 to 11 acres, with two main buildings and a storage building.
- Private Individual Service Provider (ISP) with 3 mile FCC licensing
- Liquor License
- Class-4 Food License
- Two wells on site, passing testing twice per year
- Occupant License
- Three (3) part-time employees currently working for business, in addition to owner working part-time.

TERMS:

- Asking price for business + real estate: \$1.5M
- Asking price for real estate only: \$1M
- As is, no warranty
- Mechanical and electric service up-to-date
- Timing: Owner would like to retire in 2024.
- Financing: Regional bank has indicated a willingness to fund the transaction.
- Owner financing is not an option.
- Owner will provide 30 business days of direct assistance and training. Additional consulting to be negotiated.
- Business systems are well organized and automated.

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STEPS TO EXPLORE THE LEAD:

1. **Pre-Qualification:** Contact David Zak at davidz@crawfordpartnership.org or 419.912.1150 during the open period.
2. **Referral:** The Partnership will send contact information for pre-qualified interested parties to the owner. The Partnership is out of the process at this step.
3. **Connection:** No realtor, private owner. The business owner will choose which, if any, of the interested parties they wish to contact, and they will initiate conversation.
4. **Due Diligence:** The business owner and interested party(ies) will vet each other and perform necessary due diligence to move towards a deal.
5. **Closure:** Either a deal will be reached, and/or the lead closes.

JOIN THE CBX EMAIL LIST:

- **Free to Join.** It's a great place to learn about business acquisition and investment opportunities.
- New leads will be distributed to the list via email.
- Information on deals or changes in lead status will be sent to the list.
- Email davidz@crawfordpartnership.org to be added to the list.