



CBX LEAD:

2024 - 02 | Project Terrace

OPPORTUNITY PROFILE:

- **Type of Opportunity:** Sale of Business + Real Estate
- **Opportunity ID:** Project Two (CBX 2024-02)
- **Posting Date:** February 13, 2024
- **Closing Date:** March 13, 2024, or when seller comes to agreement with a prospective buyer

LEAD DESCRIPTION:

- The owner of a successful Crawford County service business
- Annual sales are \$31,555 per year
- Annual revenues of \$105,000 per year, with potential for more
- Real estate includes one (1) building, approximately 3,500 sf
- Three (3) part-time employees currently working for business
- The two (2) owners also work full-time employees for the business

TERMS:

- Asking price for business + real estate: \$249,900
- Must buy both the business and real estate
- As is, no warranty
- Timing: Owner would like to retire, available for sale immediately
- Owner financing is not available
- Owner will provide direct assistance and training

STEPS TO EXPLORE THE LEAD:

1. **Pre-Qualification:** Contact Sarah Herrle at sarahh@crawfordpartnership.org or 419.563.5567 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:** 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.