

Busy Woodstove Store

New haven County
Naugatuck
Connecticut

Financial Information:

Asking Price	\$189,000.00
Gross Sale	\$474,202.00
Cash Flow	\$108,179.00
Fixtures & Furnishings @FMV	\$2,000.00
Equipment @FMV	\$1,500.00
Land @FMV	\$0.00
Vehicles @FMV	\$0.00
Inventory @Cost	\$85,000.00
Other Assets@FMV	\$0.00

Business Summary:

High volume store sell plenty of wood and coals stoves and makes a handsome profit. Does sales and installations. Established 15 years and has its own website. sells in excess of 100 stoves per year. Ever increasing energy pricing is create a high demand for these products

General Information:

Year Established	01/01/1992
Number Of Employee	2
Home Based	N
Relocatable	N
Reason for Selling	Retirement
Business hours	10-6
Days of operation	Tues-Sat
Building & Property	Owned
Business sq ft	800
Overall Size of building	2,000

Facility Description:

Highly travel Rd. Orginal business location that customers are familiar with.

Martket outlook/Competition:

Great potential with energy prices escalating. Ability to bring in additional products

Owner Information:

Owner Name	Bob McNamara
Owner Address	PO Box 302
Owner City	Guilford
Owner State	Connecticut
Owner Postcode	6,437
Owner Phone	888-854-7824

Images:



Valuation For Financial Year 2005		
Gross Sale	\$474,202.00	
Other Income	\$0.00	
Sales Tax (-)	\$0.00	
Total Revenue	\$474,202.00	
Cost of Goods Sold	\$256,756.00	54%
Gross Profit	\$217,446.00	46%
Yearly Facility Expense		
Rent	\$0.00	0.0%
CAM (common area maint)	\$0.00	0.0%
Electric	\$0.00	1.4%
Oil	\$0.00	0.0%
Water	\$0.00	0.0%
Trash Removal Cost	\$0.00	0.0%
Gas	\$0.00	0.0%
Other Utilities Cost	\$0.00	0.0%
Telephone Cost	\$6,004.00	1.3%
Internet Cost	\$0.00	0.0%
Business Cellphone Cost	\$0.00	0.0%
Other	\$0.00	0.0%
Total Facility Expense	\$12,835.00	2.7%
Yearly Other Expense		
Total Facility Expense	\$12,835.00	2.7%
Total Facility Expense	\$12,835.00	2.7%
Repairs & Maintenance	\$1,439.00	0.3%
Supplies	\$5,403.00	1.1%
Equipment Leases	\$0.00	0.0%
Other	\$13,344.00	2.8%
Total Equipment Expense	\$20,186.00	4.3%
Employee Expense		
Salary Expense(inc OT, Vacation, sick pay)	\$48,509.00	10.2%
Payroll taxes (employer paid)	\$4,800.00	1.0%
Health & life Insurance	\$0.00	0.0%
Travel & Entertainment	\$12,650.00	2.7%
Other	\$0.00	0.0%
Total Payroll Expense	\$65,959.00	13.9%
Yearly General Expense		
Advertising	\$2,580.00	0.5%
Auto expense	\$9,497.00	2.0%
Bank Charges	\$0.00	0.0%
Payroll processing fees	\$0.00	0.0%
Business Insurance	\$8,147.00	1.7%
Office Expense	\$0.00	0.0%
Office Supplies	\$0.00	0.0%
Postage	\$0.00	0.0%
Legal & Accounting Fees (Business only)	\$8,330.00	1.8%
Computer software & hardware (maint etc)	\$0.00	0.0%
Credit Card Fees	\$5,837.00	1.2%
Amortization	\$0.00	0.0%
Depreciation	\$0.00	0.0%
Other	\$0.00	0.0%
Total General Expense	\$34,391.00	7.3%
Total Cash Outlays	\$133,371.00	28.1%
Net Income (before taxes)	\$84,075.00	17.7%
SDE calculation (sellers discretionary earnings)		
Officer(s)/Owner(s) Salaries	\$0.00	0.0%
Owner(s) taxes (employer paid)	\$0.00	0.0%
Owner(s) Health Insurance	\$0.00	0.0%
Business Loans principal payments	\$0.00	0.0%
Interest on Loans	\$13,344.00	2.8%
Owners Credit Cards payments for nonbiz related	\$0.00	0.0%
Owner Cellphone	\$0.00	0.0%
Owner(s) Car Lease Payments	\$9,497.00	2.0%
Owner(s) gas and auto related expnese	\$0.00	0.0%
Owner(s) Travel & Entertainment	\$0.00	0.0%
Owner(s) personal expenses paid from biz	\$0.00	0.0%
Amortization from above	\$0.00	0.0%
Depreciation from above	\$1,263.00	0.3%
SDE (sellers discretionary earnings)	\$0.00	0.0%
Estimated Business Value		
Common industry ie deli, restaurant, SDE under 75K/year	\$108,179.00	1 X
Good books, moderate sales & profit growth	\$216,358.00	2 X
Great accurate books, excellent sales and growth, unique biz	\$324,537.00	3 X