

Jukeboxes Unlimited, VEA Success Story - December 2022



Website: <https://jukeboxesunlimited.com/>

Don Muller is the owner of Jukeboxes Unlimited, a storied jukebox restoration company he founded in 1971 in Los Angeles. For half a century in Van Nuys, Don has been buying, restoring, and selling jukeboxes around the world. The business also rents jukeboxes to studios, production companies and events anywhere in SoCal. Don's love for jukeboxes and music has led to his business being featured by news stations like NPR and working with several celebrity clientele.

As a 79-year-old former veteran, Don has been looking to pass the torch and sell his business, so he reached out to the VEA for help. He was looking to sell to someone, ideally another veteran who would be an apprentice that would continue the high quality and specialized business he runs. After multiple consultations, his VEA advisor has helped him list his business on a relevant selling platform, provided him with a list of six programs that focus on assisting veterans to connect him with a veteran buyer, and even found multiple interested candidates.

However, the candidates all needed additional capital to afford the business, so the VEA found a lender that would provide capital within seven days to buyers based on their personal income and credit score. Through the no-cost VEA Expert-In-Residence (EIR) program, Don has also been connected with a lawyer that has helped him understand different kinds of contracts and legal considerations for selling his business, and that EIR will be introducing him to a commercial broker who will help Don source prospective buyers and assist him with contract negotiations. Working alongside Don's goals, we hope to be able to support the sale of his business for its maximum value.