

# Pair of Highly Profitable Fitness Centers

Profiles #318 and #418

These two well established, non-franchise fitness centers have demonstrated increased profitability year after year. Location #1 opened its doors in early 2009, became profitable very quickly, and continues to consistently generate good cash flow. Location #2 opened its doors a few years later, has been profitable the last three years, and has plenty of room for growth. Both locations have well-trained managers and staff already in place taking care of the daily operations. The management team prides itself in having a clean and friendly environment, which explains the high use and membership retention rates. The asking price reflected below is for both locations, but the sellers will entertain the sale of each location separately.

## Business Highlights

- Independently Owned
- Well Maintained Equipment
- Great Locations
- All Equipment Owned
- Recurring Revenue
- Good Growth Potential

## Purchase Price and Terms

Business \$2,795,000  
 Down Payment\* (est. at 15%) \$440,000  
 Terms\* (est.): 10 years, 6.5%, \$27,327/month  
*\*Assumes buyer qualifies for SBA guaranteed financing.*

### Corporate | History

- Established in 2009
- Sole Proprietorship
- Retirement/Relocation

### Location | Facilities

- Colorado
- 2 Locations (each approx. 20,000 sf)
- Favorable Lease Terms

### Customers

- All Age Groups (12-90+)
- Surrounding Neighborhoods
- Nearby Corporate Employees

### Sales | Marketing

- Primarily Word-of-Mouth
- Website and Social Media
- Different Membership Levels

### Products

- Month-to-Month Membership
- Group Classes
- Personal Training

### Management | Staff

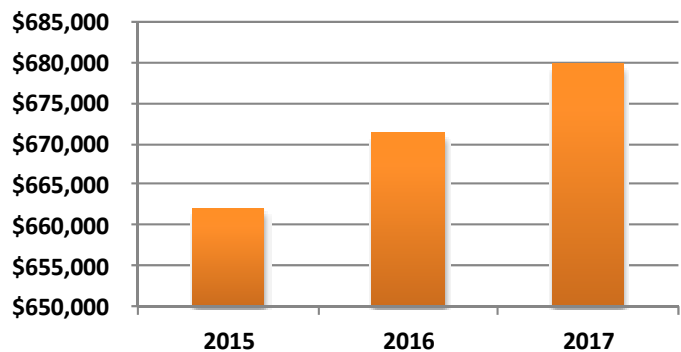
- 6 full-time employees  
*(includes owner)*
- 14 part-time employees

## FINANCIAL HIGHLIGHTS

*(combined for both locations)*

	<u>Gross Sales (\$)</u>	<u>SDE (\$)</u>
2015	1,769,342	662,288
2016	1,833,192	671,443
2017	1,942,944	679,858

## Seller Discretionary Earnings (SDE)



## ASSETS INCLUDED (estimated)

*(combined for both locations)*

Furniture, Fixtures & Office Equipment	\$ 64,000
Fitness Machines & Equipment	548,000
Leasehold Improvements	<u>325,000</u>
Total	\$ 937,000

All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.