

PRO POWER SMALL ENGINE, LAWN CARE SERVICE

Idaho Falls, Idaho

THE COMPANY

Pro Power has successfully operated in Eastern Idaho for 17 years and is recognized as the #1 service outlet of lawn equipment, small engine repair, and parts. The company has built direct relationships with Madison, Jefferson, and Bonneville Counties with both City parks and County services. School districts across eastern Idaho look to Pro Power to upgrade commercial equipment or for professional service. The recession in 2010 hurt the company's lawn care customer base in new product sales, parts and service resulting in a significant sales decrease. In fact, there was not a summer in 2010; the 60 frost-free "summer" days last year did nothing to promote service. 2011 is off to a good start and, to date, new machine sales are on track to recoup sales lost in 2010. Pro Power is a professional operation with direct ties to top dealers in parts, small engines, and professional lawn care products. The company employs trained technicians who are qualified on small engine repair, transmissions, chain saws, lawn mowers and more. Pro Power is a strong anchor community supplier that operates with updated Point-of-Sale software, top-of-the-line retail product, and the best service and parts center in Eastern Idaho.

THE LOCATION

The location in Idaho Falls services a population hub of 250,000 people. Gross sales hovered around \$1 million for several years until 2010 when the company was profitable but the core client base had an off season. The location off Utah Avenue in Idaho Falls has a 2,500 SF showroom/parts area to promote new products, and a large 2,500 SF service area for three to four full-time seasonal mechanics. Rent is competitive at \$1,750 per month, NNN. Eastern Idaho continues to lead the State economically with its infrastructure, recreation, and entertainment (visit <http://www.easternidaho.org>).

THE CUSTOMER

Pro Power works one-on-one with School Districts, both State and County highway and road divisions, and area farmers, but the core account is the Lawn Care Professional. The product mix promotes top-of-the-line professional lawn care equipment, Point-of-Sale inventory parts, and the most trusted name in service. Customer care and focus have been the key to success.

THE OWNER

In late 2009, the owner of this business opened another non competing business. The new business is his focus and he no longer is involved in the day-to-day operation of Pro Power. He would be a powerful mentor for a new owner but is motivated to sell, has reduced the price, and will work with a buyer on competitive long term rent.

THE IDEAL BUYER

Pro Power is a small, independent business ideally suited for an owner-manager. The more services an owner can offer in sales, service, and part sales, the more operating profit an owner can recast. This is not a passively-managed offering. The success for a new owner will be one who will wear many hats and continue to grow the business.

ASKING PRICE

~~\$395,000~~

Price Reduced to
\$335,000

MOTIVATED SELLER!

Price Includes Mentoring,
Non-Compete, Dealers,
Customer Base, and
Operation Process!

TERMS:

Cash

PURCHASE PRICE ALLOCATION

Furniture Fixtures & Equipment	\$65,000
Inventory	130,000
2 x Net Operating Profit (5-yr avg.)	<u>140,000</u>
Total	\$335,000

All values provided by Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information



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TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **BILL SPOFFORD**, will then contact you. If you prefer, this agreement can also be requested by contacting us at **208-535-9905**. The information above has been provided by the seller. Arthur Berry & Company makes no representation as to its reliability. Price and terms subject to change at seller's discretion. FILE IF-4091