

UPS STORE FRANCHISE

Rexburg, Idaho

THE COMPANY

The UPS Store franchise is featured prominently in Entrepreneur Magazine's annual "Franchise 500". The ranking is based on factors such as financial strength, growth rate and size. The UPS Store was #5 among all franchises, and #1 in the postal business services category for the 15th straight year. The Rexburg UPS Store opened in November 2004. Services offered include UPS, postal shipping, packaging materials sales and services. The Rexburg Store has shown strong growth over the years even with employee-based management vs. owner/operator management.

THE LOCATION

The Rexburg UPS Store operates in a 1,600 sq. ft. leased unit of Teton River Village, directly opposite Wal-Mart on 2nd Street East, the main north-south traffic artery in Rexburg. The city has a population of 27,000 and is located in southeast Idaho's Snake River Plain. Situated in an agriculturally rich area and within view of four major mountain ranges, Rexburg has continental-type climate at an elevation of 4,865 feet. BYU-Idaho has become one of the largest universities in the state, with an enrollment of approximately 15,000 students. This has combined with the abundant nearby recreational opportunities to make Rexburg one of the fastest growing communities in Idaho since 2006.

THE STRENGTHS

UPS shipping, meter mail, packaging and packing materials account for approximately 70% of the gross sales. UPS Stores however are increasingly expanding their document services with new online printing solutions for both business people and householders who need printing jobs done quickly and cost effectively. Small businesses in particular use private mailbox rental to receive packages any time of day from all carriers, something the US Post Office cannot do. In conclusion, both document services and mailbox rentals are two profit centers that an owner/operator can promote well beyond their current levels. Over the last five years the location has become established and has a strong customer base.

THE REASON FOR SELLING

The Owners have decided to sell the Rexburg Franchise and concentrate on their existing Idaho Falls Franchise. Operating one of the more successful franchises in the UPS Store network, they are fully aware of the time and dedication required to grow a thriving business. They are motivated to sell and have priced the offering on an asset base. Compare this to the real cost of opening a new franchise store at \$200,000 that would not have the 5 years of continued customer base, established location, and set operating procedure.

THE IDEAL BUYER

Mailboxes Etc. and UPS Company teamed up in 2003. Those franchises operating as owner/managers in-store have proven to be the successful model. Rexburg has not operated as owner/manager but as employee operated. The payroll expense to staff manager has been approximately \$30,000 which could be recast to net operating profit prior to an owner draw.

ASKING PRICE

~~\$150,000~~

Price Reduced to
\$75,000

TERMS:

Cash

ASSETS

Furniture Fixtures & Equipment	\$105,000
Franchise Cost	29,950
Inventory	<u>17,500</u>

Total Assets **\$152,450**

All values provided by Seller

INCOME STATEMENT SUMMARY

Contact Agent for Confidential
Financial Information



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