



IAG M&A Advisor: Tim Marlo
 Email: tmarlo@iagmerger.com
 Direct: 314-614-9385
 Corporate: 800-788-7377
 Fax: 469-574-7830

SUMMARY

Relocatable Popular Sporting Goods Manufacturer and Importer

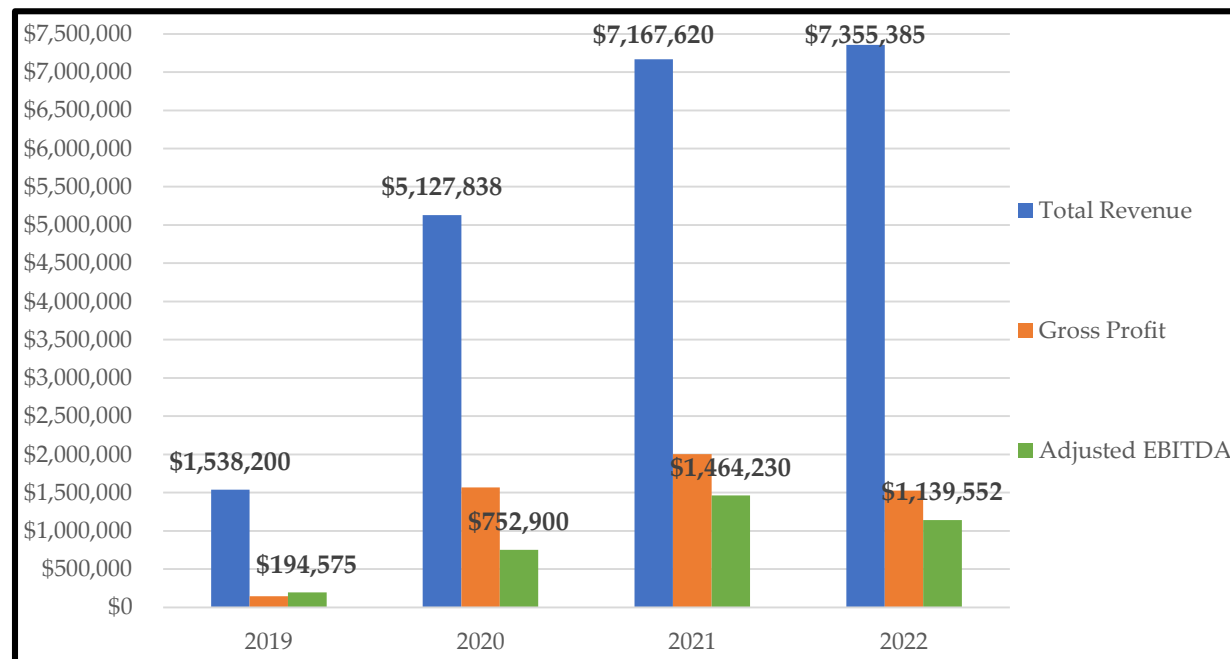
Listing ID: 15001

Operating from our headquarters in the Midwest, we are a leading cornhole board, bag and accessory designer, manufacturer, and importer for sale direct to consumers and to certain marketplaces such as Amazon. In addition, we license our name, image, and likeness to other manufacturers. Since 2003 our mission has been to promote and grow the sport by acting as the official governing body of cornhole, standardizing the game and rules, providing quality products for consumers to enjoy, and developing strategic partnerships with other sports organizations such as the Special Olympics USA. We have invested significantly in marketing in recent years, which has resulted in our brand being recognized as the leading brand in our industry. We converted our strategic plan in 2021 from focusing on customized boards and bags to longer-run ready-made boards and bags. As a result, our turnaround time for online orders dropped from 35 days in 2021 for certain custom products to just 1 day in 2022 for our standard products. For our fiscal year ended December 2022, we generated revenue \$7.4 million, up from \$1.5 million just three years ago. We forecast revenue and adjusted EBITDA of \$8 million and approximately \$1.25 million, respectively, for our fiscal year ending December 31, 2023, based upon a modest increase in demand. Although we have invested in our manufacturing plant, we believe a new owner can relocate the business to almost anywhere in the United States. Further, a new owner with experience in retail channels will be able to leverage our history, brand, and quality product.

ESSENTIALS

- Asking Price: **\$8,000,000.00**
- Limited Liability Corporation
 - \$2 Million in Inventory
 - \$0.4 Million in Equipment
 - Real Estate: Leased
- Experienced Management Team
 - 14 Nonunion Employees
- 20 Years of Ongoing Business
 - Strong Industry Reputation
- ✓ Leading Industry Brand
 - Focus on Quality
- ✓ Opportunity to Sell in Retail Channels.
- ✓ Positive Revenue/Earnings Momentum!

REVENUE & EXPENSE GRAPH



This information is provided for discussion purposes only. No representation is made by Broker as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction that the information provided is substantially representative of the business activity.