

Family-Owned Oakland County Trophy Shop

Investment Summary

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| Enterprise Value | \$65k Total Enterprise Value |
| Business Overview | A family-owned and operated business with a long-standing reputation in Oakland County and the surrounding communities. Founded in 1971, the business has served local schools, organizations, and residents for over five decades. In 1996, ownership transitioned to the current family member, continuing the company's legacy of personalized service and community relationships. |
| Investment Highlights: | Customer base consists primarily of local school districts and athletic departments, which account for the majority of annual revenue. Approximately 75% of sales are generated from tax-exempt organizations, with the remaining 25% derived from commercial accounts, community organizations, and individual walk-in customers. The business also benefits from a loyal and recurring customer base that includes golf leagues, fantasy football leagues, equestrian associations, local clubs, instructors, artists, and individuals seeking custom engraving services for gifts and recognition items. |
| Financial Overview | The business has produced average annual Seller's Discretionary Earnings (SDE) of approximately \$28k over the past four years, supported by consistent revenues averaging \$80k . With a long-standing track record of stable, year-over-year profitability , the company has demonstrated strong financial performance and operational resilience. |
| Contact | If you are interested, please contact Carol Shin Phone: 917.892.8475 Email: carol@aria.net |