



MERIDIAN
MERIDIAN IMPACT PARTNERS INC.

ACQUISITION OPPORTUNITY

Market Leading Youth Basketball/Volleyball Development Company

Founder transition opportunity

Meridian Impact Partners represents the founder of a long established and reputable **Youth Volleyball and Basketball Training and Development company (Targetco)** who is ready to transition into retirement over the next 2-3 years. Surviving COVID-19 and thriving since, the company is the established and respected market leader in youth sports fall, winter, and spring programs plus a burgeoning summer camp market presence. Potential acquirers that would be considered include university graduate high level volleyball or basketball players, coaches, teachers, or successful entrepreneurs who want to branch out into the lucrative and growing youth sports recreation industry. Located in one of **Canada's strongest major markets**, with a blueprint expandable across Canada, this company has well established brands, goodwill, market dominance, strong and growing web site and social media traffic, a loyal following of families across the city who register their children year after year, and a wait list of top level coaches who are the highest paid in the industry. The owner/founder is a decades long leader in youth sports and the non-profit sector and interested in divesting completely or remaining **active for up to 3 years** to ramp up revenues and profits and take advantage of significant geographic expansion opportunities.

Acquisition of Targetco represents an unusual chance to invest in the market leader and learn the business and be mentored by one of the best in the business in Canada.

Targetco can be purchased as a going concern including the established brand, proven marketing and sales systems, as well as key contractor relationships. Historical financial statements and sophisticated financial model projections are available in due diligence.

Background:

The company was founded 21 years ago, and was re-incorporated and re-organized during COVID-19.

Deal Structure

Acquire between 25 and 100% of the shares of the company and be trained and mentored in the business by the founder.

Value Proposition

EBITDA current fiscal year will exceed \$200,000

EBITDA expected to grow to \$250,000 in 2024 and \$300,000 in 2025 through careful and calculated local and geographic expansion Annual registration revenue over \$1 million each of the past two years and on track to surpass \$1 million again in 2024

5 - year growth to over \$1 million EBITDA achievable through geographic expansion

**Total current company valuation:
\$1.2 million**

Payment terms and transition of founder/owner are negotiable

For detailed information related to this offering contact:

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