

All Star Sports Arena – Indoor Sports Complex in Central U.S.

130,000 Square Foot Facility – Unlimited Opportunity for Growth! – Minutes from U of A Springdale, AR

Financials

Asking: \$4,750,000

Gross: \$1,158,754

Cash Flow: \$365,363

Tangible Assets: \$5,100,000 (included in the asking price) *

Business Summary

Synergy Business Services is proud to represent the sale of All Star Sports Arena. Located in one of the best performing and fastest growing economies in the country, this indoor sports complex caters to youth and adult recreational leagues, and competitive amateur athletes who are taking their game to the next level. ASSA draws over half a million people a year to its facility, and brought in over \$16M to the city of Springdale alone in 2006. As an added bonus, its designation as a Destination under the Arkansas Tourism Act allows the business to qualify for exempt status from most sales tax.

Established in 2004, the primary focus of ASSA is basketball, volleyball and soccer. Its main sources of revenue are from leagues, camps and tournaments that involve these sports. In addition, ASSA has a complete fitness center, gaming arcade, aerobics studio, concession area and day care. Approximately 10% of the space is currently leased, with enormous opportunity to lease out additional space. Additional revenue streams include sponsorship and advertising, and facility rental.

Conveniently situated in the geographic center of North America, ASSA's location in Northwest Arkansas is ideal for hosting state, regional and national tournaments. The facility is just minutes from the University of Arkansas, and is adjacent to the largest church in the state. It currently hosts of "The Real Deal on the Hill" college basketball scouting event, and is quickly becoming a favorite amongst coaches and scouts. A 1/5-mile indoor track is located directly above six basketball courts, offering an incredible bird's-eye view of the action below.

This business offers an experienced buyer the opportunity to own what is already a popular regional destination and turn it into a national landmark for amateur athletics.

General Information

Employees: 7 FT, 30 PT

Facilities: The 130,000 sqft. building sits on 7 acres, and has been recognized by several energy trade publications for its energy efficient design. The entire facility runs on 600-amp service! Inside the venue are 8 basketball courts or 9 volleyball courts, 2 indoor soccer fields with Field turf, an 11,000 sqft. complete fitness center, gaming arcade, concession stand with service area, 1/5-mile indoor track, day care room, aerobics/spinning studio and 2,000 sqft. owner's quarters with private entrance. Approximately 10% of the space is leased out for the following activities: dance, martial arts, gymnastics/cheer, golf, personal trainer and physical therapy.

The main parking lot has 284 spaces, with room for overflow in the adjacent church parking lot. The real estate was professionally appraised in 2005 at \$4.8M. *[FF&E is currently valued at \$300,000.]*

Market Outlook

Competition: There are only a handful of facilities like All Star Sports Arena located throughout the country. The closest venue of this kind is in Dallas, TX.

Growth/Expansion: This business truly has unlimited opportunity for growth. The facility and its location in the central southern U.S. make it ideal for hosting state, regional and national tournaments (i.e. AAU Nationals, BCI Nationals, MAYB Nationals). Its unique configuration with the indoor track overlooking six basketball courts also makes ASSA ideal for college scouting events. ASSA could be home to any number and kind of sporting tournaments – from chess to dog shows – or sports related trade shows (hunting, fishing, camping, etc.) There is also an opportunity to bring in additional revenue from retail sales (e.g. pro shop), expanded sponsorship and advertising programs, batting practice, football practice, lessons, camps and private events.

Located in Northwest Arkansas, one of the fastest growing parts of the country and home to corporate giants like Wal-Mart, Tyson Foods and J.B. Hunt Transportation, this business is poised to continue taking advantage of the area's explosive growth. The Northwest Arkansas metro area has consistently been ranked as one of the top ten Best Performing Cities by the prestigious Milken Institute since taking the number one spot in 2003. The University of Arkansas, with its highly regarded athletic program, is located just minutes away in the college town of Fayetteville, which is frequently voted one of the most livable cities in America. Many bigger cities are within easy driving distance, including Little Rock, Tulsa, Springfield, Kansas City, Dallas, Memphis and St. Louis. The area's growth is continually attracting new investment in world-class entertainment, including Arvest Ballpark – a \$50M minor league baseball stadium in Springdale – and the Crystal Bridges Museum of American Art in Bentonville.

About the Sale

Support/Training: Seller will provide one month of training at no cost. An experienced and loyal staff is in place.

Reason Selling: Seller has several other business interests.

Additional Information

www.allstarsportsarena.com

Listing Info

Listing #1147
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* *Tangible assets include FF&E, inventory and real property assets owned by the corporation.*

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