



PRE-NDA

Business Summary

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Turnkey dog daycare & boarding business with recurring membership revenue , established care team and semi-absentee ownership.

WESTERN, NEW YORK

ASKING PRICE

\$625,000

OCTOBER 2026

CONFIDENTIAL — DO NOT
DISTRIBUTE

01



ILLUSTRATIVE IMAGE

Cornerstone Business Brokers

CONFIDENTIAL BUSINESS SALE ADVISORY

Cornerstone Business Brokers provides professional business brokerage and transaction advisory services to owners of privately held businesses. We assist business owners in preparing for and executing the confidential sale of their companies, with a focus on protecting value and facilitating an orderly, well-managed transaction process.

Our approach combines practical transaction experience, financial analysis, disciplined marketing, and confidential buyer engagement. From initial preparation and positioning through buyer qualification, negotiation, due diligence, and closing, Cornerstone helps owners navigate the complexities of a business sale while maintaining strict confidentiality throughout the process.



A structured, confidential process designed to protect business value from preparation through closing.

COMPANY AT A GLANCE

Executive Summary

A truly turnkey dog-care business serving Western New York for many years. The owner reports 400–450 unique customers annually and about 125 dogs enrolled in daycare each month. Most daycare members use monthly autopay, providing a recurring revenue base without long-term contracts. Boarding and retail extend these relationships; the five largest customers contribute just under 10% of annual revenue. The facility is over 6K SF. Care technicians handle all client-facing duties. Semi-absentee ownership combines one office day weekly for payroll and scheduling with remote client communications. FY2025 normalized revenue was \$607,054 and SDE was \$194,739. The new owner could implement grooming, training classes, and private lessons, introduce daycare lesson add-ons and board-and-train packages, and encourage related retail purchases. Seller reports continued requests for both add-on formats.

OPERATING SNAPSHOT



BUSINESS PROFILE

Independent dog care business

Daycare, boarding and retail. Grooming and training offer growth potential.



OPERATING HISTORY

18 Years

Local families have returned with successive dogs over 18 years.



LOCATION & FACILITY

Western, New York

Over 6K SF. Leased



CORE DAYCARE SERVICE

Supervised enrichment

Individual attention, planned enrichment and suitable playgroups.



CUSTOMER BASE

400–450 Annually

400–450 unique customers yearly; about 125 dogs enrolled each month.



MARKET REACH

Local + Wider Boarding

Nearby daycare customers; boarding draws a wider area.



SEMI-ABSENTEE OWNERSHIP

W-2 care technicians handle all client facing duties. Owner works part-time and remote.



HOURS & DAYCARE MEMBERSHIPS

Confidential. Will be disclosed to qualified parties.



REVENUE (NORMALIZED)

FY2025: \$607,054

FY2024: \$597,159

FY2023: \$603,967



EBITDA (NORMALIZED)

FY2025: \$134,739

FY2024: \$134,348

FY2023: \$185,452



SDE (NORMALIZED)

FY2025: \$194,739

FY2024: \$203,579

FY2023: \$227,760

ASKING PRICE

\$625,000

INCLUDED IN PRICE

Inventory: \$8,400

FF&E: \$6,200

REASON FOR SALE

RETIREMENT



Investment Summary

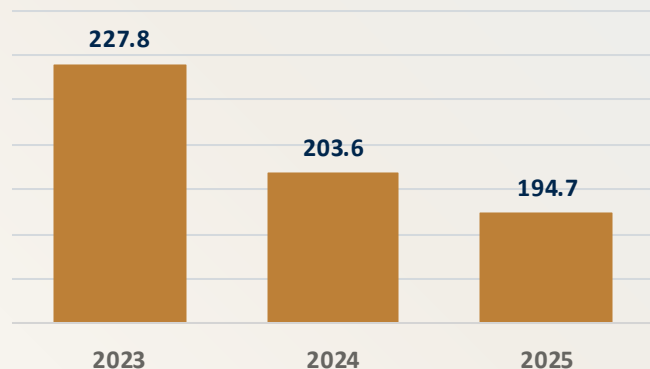
The facility combines daycare, boarding, retail and recurring memberships in a turnkey business. The semi-absentee owner reports one office day weekly, plus remote client communications, while staff deliver daily care. Most daycare memberships bill automatically. Across FY2023–FY2025, the business generated \$626.1K of normalized SDE and \$454.5K of normalized EBITDA. Training could deepen customer relationships through classes, private lessons, daycare add-ons and board-and-train packages, with retail opportunities from trainer recommendations. Grooming and local discovery provide further avenues for growth.

FY2025 NORMALIZED SDE

\$194.7K

32.1% OF FY2025 REVENUE

NORMALIZED SDE — FY2023–FY2025 (\$000s)



\$626.1K

**CUMULATIVE
NORMALIZED SDE
FY2023–FY2025**

\$454.5K

**CUMULATIVE
NORMALIZED EBITDA
FY2023–FY2025**

MEMBERSHIP ENGAGEMENT

~125 Dogs

Most daycare memberships bill monthly. Regular visits create occasions to offer enrichment upgrades.

DISTINCT CARE MODEL

18 Years

The owner reports families returning with second-generation dogs for personal care and enrichment.

CURRENT MARKETING

Limited

Prior SEO reportedly coincided with a waitlist and inquiries booking 1–2 months ahead.

GROWTH PLAYBOOK

Groom + Train

Reintroducing grooming and training offers significant revenue growth potential through an established customer base. The owner estimates approximately \$120,000 in annual grooming revenue, while historical training revenue exceeded \$70,000 at 2016/17 pricing. Today's higher rates, combined with opportunities in day training, board-and-train, and related retail sales, suggest additional upside, subject to staffing, demand, and utilization.



Key Considerations

This opportunity offers an established, turnkey dog-care operation with recurring daycare memberships, boarding and complementary retail sales. Care technicians support daily service, while semi-absentee ownership combines limited on-site time with administrative oversight. The new owner can preserve this foundation and broaden spending within existing relationships. Grooming and training offers several entry points: group classes, private lessons, daycare lesson add-ons and board-and-train packages. Seller reports ongoing requests for these services.

SIX REASONS THIS BUSINESS MERITS BUYER ATTENTION

01

Established local base

The owner reports 400–450 annual customers, including families returning with successive dogs. The five largest contribute just under 10% of revenue, creating a broad, diversified audience for complementary services.

04

Semi-absentee model

Care technicians deliver daily care. The owner reports one office day weekly for payroll and scheduling, plus remote messages. Her husband handles maintenance, giving a buyer defined responsibilities to transfer.

02

Recurring daycare billing

About 125 dogs are enrolled in a typical month. Most families use membership payments processed on the first of each month. This established billing routine supports repeat engagement without relying on long-term customer contracts.

05

Training and cross-selling

Seller-reported requests for day training and board-and-train point to ways to extend existing care along with grooming. Classes, private lessons and trainer/groomer-recommended retail could broaden customer spending.

03

Turnkey care operation

Experienced staff manage all day-to-day and customer-facing operations, allowing the business to operate independently of the owner. Established facilities, equipment, and proven care routines provide a truly turnkey operation with a solid foundation for continued growth and expansion.

06

Local growth channels

A prior search program coincided with a waitlist, per the owner. Renewed search, neighborhood outreach, hospital employee offers and veterinarian or rescue introductions provide targeted routes to new local families.

BUYER TAKEAWAY

Recurring daycare, active boarding and semi-absentee ownership provide an established base. . The addition of grooming and training could connect lessons, care bookings and retail purchases within the same customer relationships, alongside grooming and local marketing opportunities.



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NEXT STEPS

**Sign the NDA to
confirm your interest
and begin the
conversation...**

BEGIN THE CONVERSATION

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