

Transaction Structure

This refers to the way a business sale is organized, including the mix of cash, debt, and equity, and the timing of payments.

Strategic Buyer

This is a buyer who is in the same industry or a related industry and can achieve synergies from the acquisition that other buyers cannot.

SBA (Small Business Administration)

Mostly used in the USA. This is a federal agency, created in 1953, that grants or guarantees long-term loans to small businesses.

S Corporation

Mostly used in the USA. This is a common business term to distinguish a corporation whose profits are passed through to shareholders (without a corporate level tax imposed) and taxed

on their personal returns under subchapter S of the Internal Revenue Code.

Perquisites (Perks)

These are owner benefits incidental to a regular salary or dividends, such as personal use of a company automobile, country club membership, and personal entertainment.

Main Street Businesses

This generally defines firms with revenues below \$5 million.