

LONG-TENURED BARBECUE RESTAURANT AND CATERING SERVICE W/ICONIC BRAND

Central Treasure Valley Idaho Location

THE COMPANY

This founder-owned Barbecue Restaurant has a market niche that is difficult to replicate. The name is synonymous with quality, legacy, and a loyal customer following. The company was founded in 2006 and growth has been consistent with full recovery from the challenges of the Covid pandemic and record revenue reported for 2022. The company has enjoyed a 25% annual growth rate in EBITDA over the past five years. The Restaurant is located in an excellent location in a fully outfitted leased space that is being purchased with options to purchase. The wait list is extensive to get in, but the company is a premium brand with premium sales. The company has a strong brand and, with 15 years of experience, appointments on an average week. The company has about 30 employees, approximately 15 of them are part-time. The company has a strong brand and staff with key employees having worked in this family business. The owners are involved with the business, but the company is experienced and would be a great fit for a new owner in the food business or an experienced operator.

THE LOCATION

The location is in a leased space since 2015; latest expiration in 2024 with options to continue until 2027. The relationship with the landlord is solid, and price increases have been very modest in this win-win relationship. The location serves almost 30,000 cars per day and is located in the heart of one of the fastest growing areas of the country. Idaho has led the nation in population growth for five straight years, up 20% since 2012. The Treasure Valley of Idaho has grown by 67% in the last 20 years.

THE STRENGTHS

Strengths of this business include its iconic recipes, its dedicated staff, its legacy history in the area, and most importantly; its loyal customers and word of mouth recommendations. The recipes are a key differentiator and people line up to get them in person and with catering. There are broad growth opportunities in ecommerce, new locations, food truck...all differentiated by an iconic brand, a loyal following, and specialty food that is rare.

THE REASON FOR SELLING

The owners have other interests and are excited to see the growing brand expand to the next level. The sellers are willing to sit down with serious buyers and answer questions. The most active owner has decided that she is willing to stay on and is capable of completely running the restaurant.

THE IDEAL BUYER

The ideal buyer would be a hands-on owner operator or a passive owner with a drive for growth and passion for customers and the food. The business will grow organically with its iconic food, but so much can be done to grow the brand awareness in new markets. With the most active owner willing to stay on and completely run the restaurant, this creates new investment opportunities for new buyers.

THE POSSIBILITIES

The opportunity to grow can happen through ecommerce of the brand and food, food trucks, and new locations in current population center and/or new markets. Expansion in current location is also a possibility.

PRICE: \$25,000

TERMS:
Cash

**MOTIVATED
SELLER!**

ASSETS

Furniture, Fixtures & Equip (cost)	\$140,270
Inventory (estimate)	30,000
Total Assets	\$170,270

All values provided by Seller

INCOME STATEMENT SUMMARY

Gross Sales	\$1,533,916
Cash Flow	\$243,920

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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