

WELL KNOWN SPECIALTY FOOD SERVICE BUSINESS

Multiple Treasure Valley, Idaho Locations

THE COMPANY

This business is doing great. Indeed, revenue through the first half of 2022 is up over 21% and seller cash flow (EBITDA + Seller compensation) is approximately \$115,000 for the same period! This 10-year old company is ripe for a right buyer to add locations and expand into other markets. The core menu items are wildly popular, with appeal to a broad demographic. A growing supplier base born out of the Covid era, the company generates approximately 15% of revenue from online pre-orders and sales from pickup delivery. Additional potential high growth path can emerge from competing with a packaged retailer to sell one of its products over the internet. There is such infrastructure in place to describe the benefits of this company to the and ready for growth.

There are currently six full-time employees including a kitchen manager, operating store manager. Additionally, the company has about 20 part-time employees. The owner primarily oversees operations by working with the managers 2-3 hours a week. Another owner manages finances, growth initiatives, assists as necessary in management and works approximately 10 hours per week.

THE FACILITIES

The company operates three locations in addition to quality, longstanding wholesale accounts. The flagship location also serves as a central production facility. It is a leased location of more than 3,000 square feet. The second site is just over 1,500 square feet and is located on a major arterial. The third location is embedded in a high foot traffic special purpose building and benefits from not having any other food service competition immediately nearby.

THE STRENGTHS

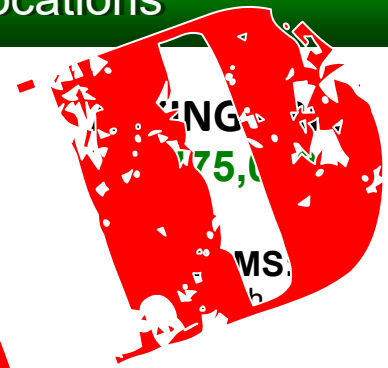
The business has a very strong and cool brand name. The business is completely locally scalable especially with the infrastructure in place. The seller believes the growth in the Treasure Valley can accommodate two additional locations. Additionally, the brand and business model can be exported into other cities. Perhaps franchise the concept? The company has good management depth and a trained staff.

THE REASON FOR SELLING

The seller's interest in selling is primarily driven by circumstances outside the business.

THE IDEAL BUYER

The ideal buyer for the business is capitalized well enough to grow the business as described above. The business would also be an excellent add-on for an existing business operator experienced in multi-location food service and interested in leveraging the experience to a business that provides some diversification. The business is also a good fit for a hands-on operator who could do very well with the business as it exists now and work on optimizing its operations further to even greater profit levels.



ASSET PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$305,000
Inventory	6,000
Intangible Value	<u>164,000</u>
Total Assets	\$475,000

All values provided by Seller

INCOME STATEMENT SUMMARY

2021 Gross Revenue	\$1,064,000
Seller Discretionary Earnings	Contact Agent

REQUEST ADDITIONAL INFORMATION

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

<https://arthurberry.com/ca5080>

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