

TRAILS INN RESTAURANT

Ashton, Idaho - Gateway to Yellowstone Tourist Destination

THE COMPANY

Trails Inn Restaurant has been providing home-cooked food on site at a competitive price since 1985. The owners bought the original 1940 business and have continually expanded and improved the property. The 5,600 SF restaurant has its own back up generator and a kitchen that can handle catering, banquets, and customers without losing pace. Sales have been approximately \$600,000 over the last five years but took a dip in 2010. The remodels in 2001 and 2003 tied in the log structure with new ADA bathrooms, handicap access, and lofted ceiling. In the fall of 2010 the exterior went through major maintenance with fix up and seal coating on the logs. For the last several years the primary owner operator has been ill. During this time the restaurant has operated with a very strong operating crew. The menu is designed and continually tweaked to feature delicious meals but you don't need a head chef to manage the menu. The property footprint is +/-22,000 SF, with asphalt parking that can accommodate trucks, sightseeing buses, and motor homes. Trails Inn has been providing high mountain dining to all 50 states and numerous foreign country diners, as noted by the world map full of pins!! Over a 10 year period with the ups and down of the seller's health, economy, low producer income has been a high net operating profit of \$110,000 with an average of \$80,000.



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THE LOCATION

Ashton, Idaho is what the Northwest should look like; high mountain vistas, three world class river hatcheries, trophy elk, and gateway to both Yellowstone National Park and Jackson Hole Wyoming. The Island Park area provides excellent customers. The business has been managed from day one to provide a clean, spacious and enjoyable dining experience with a "made from scratch" family menu. The collection of big game trophies, huge elk antler chandelier, and outdoor art are all included. Ashton is a small community; the success has been drawing two million tourists per year who travel Highway 20. The community supports the Trails Inn with meetings, weddings, conference-meetings, and of course sitting down to work on the Husky Burger!!

THE REASON FOR SELLING

The sellers bought Trails Inn in 1985 after retiring from their career jobs. The restaurant has provided an excellent living and provides them the stability to gain equity. Unfortunately one of the partners passed away in the fall of 2009 and the more passive owner has decided to sell, retire and commit more time to travel. As of 2011, the owner has dropped the asking price and is very motivated to sell. The owner has become passive in the operation and has left the day-to-day management to others.

THE IDEAL BUYER

Trails Inn is ideally set up for an owner-manager. The sellers caution that this is not a passive business and requires a lot of work; "it is more of a dairy herd" which needs to be cared for at least twice a day. The crew is trained to provide exceptional service. The cook has been with the company now for five years and is continually improving menus around the concept that meals are prepared on site. The infrastructure is in place to handle one million in sales. Trails Inn has had \$90,000 per month during the summer. The kitchen can handle this type of volume without adding capital cost. The owner should have the ability to meet with the community, traveling public, and be able to catch a big fish or tell the tale. The business is being sold basically on an asset basis that will qualify for either SBA or USDA financing. A new buyer should have \$150,000 to apply for the loan.

ASKING PRICE

~~\$875,000~~

New Discounted Price

\$500,000

(Price Includes Real Estate)

Owner Retiring and Ready to Sell!

TERMS:

Bring Offers!

(Owner will consider financing based on offer and individual)

ASSETS

Land and Building	\$440,000
Working Assets	150,000
Inventory	5,000
Business Value	<u>60,000</u>
Total Assets	\$655,000

All values provided by Seller

INCOME STATEMENT SUMMARY (Average over last 5 years)

Gross Sales	\$580,000
Net Operating Profit	\$95,000

Financial information provided by Seller

Click [here](#) to view YouTube video featuring the Trails Inn

Destination Location from US 20 to Island Park, Yellowstone National Park, Jackson Hole, Wyoming!

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ARTHUR BERRY & COMPANY

Business Brokerage Professionals
and Commercial Real Estate

EASTERN IDAHO OFFICE:

3038 Old Castle Lane, Idaho Falls, ID 83404

Tel 208-535-9905 Fax 208-535-9906

For more information visit www.arthurberry.com or contact:

BILL SPOFFORD

Cell: 208-520-3357

bspofford@arthurberry.com

TO RECEIVE FURTHER INFORMATION, sign and return the Confidentiality Agreement/Agency Representation found on our web site. The listing agent, **BILL SPOFFORD**, will then contact you. If you prefer, this agreement can also be requested by contacting us at **208-535-9905**. The information above has been provided by the seller. Arthur Berry & Company makes no representation as to its reliability. Price and terms subject to change at seller's discretion. FILE IF-4125