

BEVERAGE INDUSTRY VENDOR

Southwest Idaho

THE COMPANY

Starting operations approximately three years ago, this client Company is profitable and growing with opportunities for continued growth. It services a growing niche in the beverage industry in a market area recognized as one of the most rapidly expanding economies in the USA. The Company provides production, support and supplies to its customers. It has literally no competitors in its local geography. The company has the ability to protect its market dominance by virtue of its current equipment operating only at about 60% of capacity. Further, one may consider a competition barrier to entry to be the high capital cost of equipment. The seller believes there is opportunity to expand into other service offerings using the same equipment given the Company's excess capacity and/or increase its geographic reach in neighboring underserved markets. **The sellers currently spend approximately four to six hours per week managing the business.** The Company employs a full time general manager and three minimum 3/4 time employees. During the peak season months, all employees work full time.

THE FACILITY

The Company leases 3,353 square feet of warehouse/production space. It is centrally located in its market providing convenient access to the interstate. The facility has +/-30 foot ceiling providing efficient warehousing for bulky materials and supplies. The sellers estimate the current facility is adequate to accommodate current company needs and modest growth for the remainder of the current lease term expiring at the end of 2022.

THE REASON FOR SELLING

The Company is growing rapidly and may start to require more of the seller's time than they are capable of giving to the business. The business is doing very well. The Seller's have the Company positioned to take advantage of additional industry opportunities.

THE IDEAL BUYER

The Sellers believe the Company requires a buyer who can dedicate more time and capital to grow the business. With the existing staff, technical knowledge is in place. The business is well suited as a bolt on for a company in the business-to-business service industry to the food and beverage sectors. Alternatively, an individual with management and entrepreneurial vision to build on the existing solid platform can have a lot of fun with this company.

ASKING PRICE

\$780,000

TERMS:

Cash

PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$361,000
Inventory	169,000
Intangible Value	<u>250,000</u>

Total Assets **\$780,000**

All values provided by Seller

INCOME STATEMENT SUMMARY

2019 Gross Sales \$751,088

Seller Discretionary Cash Flow **\$179,000**

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please [CLICK HERE](#) to fill out and submit an electronic Confidentiality Agreement. This agreement can also be requested by contacting the agent below.

**ARTHUR BERRY
& COMPANY**

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