

THE COMPANY

This Intermountain West-based coffee company, a regional favorite established decades ago, roasts and distributes coffee through a chain of 20 company-owned, franchised and licensed coffeehouses in multiple states. The company also sells roasted coffee through major retail outlets, food service, and online. Two of these coffeehouses, complete with food preparation areas, are included in the sale.

ROASTERY, DISTRIBUTION CENTER & CORPORATE OFFICE

The company roasts more than 50 coffees of origin using a small-batch roasting system (750,000+ lb. annual capacity). The company utilizes best-of-class coffee importers with worldwide sourcing and full quality control systems. The operation is one of the few coffee companies in the Intermountain West that is HAACP certified (98% score November 2016) and currently holds a license to roast and distribute organic coffees. The company operates out of a +/-9,000 SF warehouse/distribution facility with the capacity to service over 100 stores and retail/food service accounts with coffee and branded paper goods, along with all related products and equipment including proprietary ingredients. The +/-2,760 SF corporate headquarters, contiguous to the roaster, is ideally designed with reception area, enclosed offices and full test kitchen. All inventory, equipment, vehicles, furnishings, proprietary recipes and Franchise/License Agreements, are included with the sale. The building can be leased at a negotiable rate as part of the overall transaction or can be purchased for \$1,100,000.

THE BRAND

The brand is well-known in the geographic area, winning community-favorite awards for many years. The company recently completed a brand update including a style guide and new website coupled with redesigned social media platforms. Architectural plans are also available for a proprietary design of new double-drive-thru kiosks. The company has a long history of community involvement and charitable giving, including branded charitable initiatives. Both the corporate organization and the company's coffeehouses field numerous events year-round, often utilizing the company's new and newly-refurbished trucks and event vehicles.

THE REASON FOR SELLING AND THE IDEAL BUYER

After more than a decade of ownership and expanding the company into new markets and distribution channels, the Seller is looking to retire and is ready to pass the baton to 1) an entrepreneurially-minded buyer who is passionate about the category, appreciates the value of a strong brand and possesses the management skills to operate multiple businesses, or 2) another coffee company/coffeehouse chain interested in expanding its market share through acquisition of a strong regional brand with an established chain of coffeehouses inclusive of retail and food service distribution. The management team is open to assist a buyer through a smooth transition for a negotiated period of time and terms.

ASKING PRICE

~~\$790,500~~

Price Reduced to

\$599,000

TERMS:

Cash

ASSETS

Furniture, Fixtures & Equipment (Cost Basis)	\$767,116
Inventory	<u>106,000</u>
Total Assets	\$873,116

All values provided by Seller

INCOME STATEMENT SUMMARY

Gross Sales	\$1,763,024
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Financial information provided by Seller

**~9,000 SF BUILDING AVAILABLE
FOR SALE OR LEASE**

Asking Price: \$1,100,000
Lease Rate and Term Negotiable

Request Additional Information:

Brent Bungard

Call 208-639-6168

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