

HIGH MARGIN DISASTER EVENTS COMMERCIAL MOBILE CATERING BUSINESS

Boise, Idaho Headquarters

THE BUSINESS

A long established and highly profitable mobile, commercial kitchen serving the various needs of special volume meal and hospitality services for primarily disaster and related remote extraordinary events. As a certified USDA, GSA, Forest Service and military preferred contract holder, the company's excellent performance history rating insures priority future deployments.

***Make \$2 Million+
a Year and Take 6
Months Off!!**

THE COMPANY

Headquartered in Boise, Idaho (the home of the National Interagency Fire Center) the company maintains strong governmental relations and the ability to dispatch experienced teams quickly anywhere in the nation. In addition to ongoing work the company is in the third year of two five-year Federal contracts and one ongoing 20-year GSA production contract.

With the ability to serve over 15,000 meals per day operating with two independent full service crews, the company maintains a W-2 staff in season of between 60 and 80 people. The husband and wife ownership team starting in 2018 are working remotely/passively from Arizona, while the other husband and wife non owner managers of both crews are committed to long term operations.

THE STRENGTHS

The company's strongest features are its reputation for quality service and "1st call" preference with decisions makers. The company has been awarded numerous higher than average margin special event activities such as a six-month Hurricane Katrina history, a three-month space shuttle recovery operation, the 2002 Winter Olympics, and 25 years of wild land fire crew plus National Guard catering history.

THE ASSETS

The business operates with a high level of custom manufactured mobile kitchen and dining facilities. Further amenities such as showers, rest lounges and recreation areas set the company apart from other experienced and less favored competitors.

THE POSSIBILITIES

Continued growth is possible with the addition of more specialized equipment and/or the award of a third Forest Service contract in 2019, and the recruitment and training of uniquely qualified management. Non disaster remote volume catering opportunities abound year round.

ADDITIONAL VALUE

Seller to provide transition assistance plus guarantee of annual renewal of contracts and exercise of second five-year option on contracts. The 2018 season appears to be off to a record start through April.

ASKING PRICE
\$4,800,000

TERMS:

\$2,000,000	Down payment in exchange for \$2M current FMV of equipment as rebuilt for remote catering.
\$1,250,000	\$500,000 each if/when 2 new contracts won; \$250,000 if 3rd awarded.
\$1,550,000	Payable from 50% of EBITDA in excess of \$650,000 per year during 2018, 2019, 2020.
\$4,800,000	Total Price Allocation

ASSETS

	2017 Book	FMV
Total Current Assets	\$2,105,752	0
Total Other Assets	189,055	0
Total Fixed Assets	\$1,923,190	\$2,000,000 *

Total Assets **\$2,000,000**

*All values provided by Seller
Total replacement value

INCOME STATEMENT SUMMARY

2017 Total Income	\$7,982,362
2017 Net Income	\$1,965,147
Plus Interest Expense	14,536
Plus Depreciation Expense	109,520
Plus Amortization Expense	20,624

2017 EBITDA/Cash Flow **\$2,109,827**

Financial information and projection provided by Seller

Request Additional Information:

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