

Acquisition Opportunity

Popular Brewery and Brewpub

Non-Disclosure Agreement Link: [NDA 60982](#)

Oregon, US

Est. 2017 Revenue: \$ 2.5MM

Est. 2017 EBITDA: \$ 282K

- **Superior Name and Reputation:** In business for almost 20 years, the Company is well established with a loyal customer base.
- **Regional Reach:** The Company's beer is distributed throughout the Northwest including Oregon, Washington, Idaho, Montana, and Hawaii.
- **Reputation for High Quality Beer and Outstanding Customer Service:** The Company's brewers are experienced and well trained, which contributes to the high quality of the Company's beer. The Company's commitment to beer quality, innovation, and customer service has built long term relationships with distributors and pub customers.



Recast Historical and Pro Forma Statement of Income^(a)

For the Fiscal Years Ended December 31
(\$000)

	Historical			Base Years		Pro Forma		
	2013	2014	2015	2016	2017	2018	2019	2020
Sales	1,838	1,935	2,209	2,400	2,520	2,650	2,780	2,920
% Growth	--	5.3%	14.2%	8.6%	5.0%	5.2%	4.9%	5.0%
EBIT	(4)	92	106	196	209	227	245	264
% of Sales	-0.2%	4.8%	4.8%	8.2%	8.3%	8.6%	8.8%	9.0%
EBITDA	76	143	154	259	282	309	335	364
% of Sales	4.1%	7.4%	7.0%	10.8%	11.2%	11.7%	12.1%	12.5%

Client # 60982



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The Company is a brewery (58.9% of 2015 sales) and a pub (41.1%) that serves beer and food. The Company leases a 7,580 square feet brewery and a 2,726 square feet pub from a related party. The Company produces approximately 5,000 barrels per year, and puts 35% in kegs and 65% in bottles. The Company's sales are in Oregon (86% of 2015 sales), Washington (5%), Idaho (3%), Montana (2%), Hawaii (2%), and Japan (2%). The brewery is in a large warehouse which includes an 18 barrel system with 9 tanks, a capacity of 10,000 barrels a year, and an Italian GAI 303 Bier bottling line with capabilities to bottle 3,000 bottles per hour. The pub has a unique, quant pub atmosphere with outdoor seating along a creek with 9,000 foot mountain views.

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