

# NICHE STORE FRONT AND HOME DELIVERY

Treasure Valley, Idaho Location

## THE COMPANY

This Company is seizing on the growing trend of consumers requiring “on demand” goods and services. Catering to a specialized segment of the universe of this trend, our client Company has refined this business model to be positioned for growth of both revenue and profitability by virtue of increasing efficiencies and scalability. In the four years since its inception, the seller indicates the Company has become the largest market shareholder of any locally owned company in its industry. Company revenues have more than doubled from 2017 through 2019. The seller expects the revenue growth trend to continue. In 2018, the Company added a retail location to complement its home delivery business. As a feeder channel for its delivery service, the store front adds exposure, convenience and combines a production facility with a retail/showroom benefit. While some predictable seasonal trends are apparent, the variance in monthly sales are relatively low compared to conventional retail businesses. The Company currently has six, varying degree of part time, employees plus a fulltime owner operator.

## THE LOCATION

The Company’s primary market area is the Treasure Valley in Idaho. While the retail location is centrally located, the delivery service has a wide reach. Included in the assets to be purchased are two delivery vehicles. Deliveries are efficiently scheduled to provide responsive service and cost effectiveness. The seller is currently investigating packaging materials and carrier services to broaden the market reach for the Company. The seller believes the current location can accommodate the near term expected Company growth. The Company has an excellent website that helps erase geographic lines, however the seller believes more active management of social media marketing could have measurable positive impact on the business.

## THE REASON FOR SELLING

The seller is interested in pursuing a completely different business opportunity. The owner is ready to sell the Company to entrepreneur(s) who have the energy, capital and management experience to grow the business. This business is perfect for other similar businesses or experts in Internet marketing with an interest in taking an already growing business to the next level.

## THE POSSIBILITIES

The Company’s business model is scalable by “cookie cutting” the model in other market areas and/or expanding aggressively into specialty packaging and carrier delivery to greatly expand market reach. Continued emphasis to further develop efficient production operations can help squeeze out greater gross profit margins.

## ASKING PRICE

**\$170,000**

## TERMS:

Cash

## ASSETS

Furniture, Fixtures & Equipment (Est.)	\$53,000
Inventory	<u>500</u>
<b>Total Assets</b>	<b>\$53,500</b>

*All values provided by Seller*

## INCOME STATEMENT SUMMARY

2019 Gross Sales	\$330,339
<b>2019 SDCF*</b>	<b>\$66,995</b>

*Financial information provided by Seller*

*\*Seller Discretionary Cash Flow*

## REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

<https://arthurberry.com/confidentiality-agreement>

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