

# TAPROOM AND BREWERY

## Treasure Valley, Idaho Location

### THE COMPANY

For beer loving entrepreneurs, here is an opportunity to purchase a cool brand, established taproom and a brewing operation at a price below replication cost. The taproom grew at a pace that rapidly absorbed most of the production capacity of the brewery. While most of the taps in the taproom, are of course, used for our client's brewery branded beer, additional "guest taps" serve other select beer, cider and wine. Additionally, the taproom food service is provided by an embedded food vendor. The food vendor's menu is popular "easy prep" food items not requiring a full kitchen facility. The customers love the food and it keeps them in the taproom longer. The taproom provides live entertainment two to three times per month. The business is semi-passively operated with the owner only working about five to 10 hours per week primarily overseeing managers, maintaining social media venues and doing the books. The taproom is fully staffed including a full time manager and the brewery employs a full-time brewer. Both the manager and brewer are interested in continuing with business after a sale.

### THE LOCATION

The taproom is located in one of the most densely populated (and still growing) areas of Ada County. It is conveniently located near the corner of two major arterials. The taproom is about 2,100 square feet and has a seating capacity of 75. In addition, a large +/-2,500 square foot shared outdoor seating/patio area nearly doubles the available seating capacity. The taproom has an onsite commercial grade pilot (miniature) brewing system. The pilot brewing system allows the brewer to test new recipes without having to brew large test batches in the main brewery that may not be adopted. Additionally, it allows the taphouse to admit minors since with the pilot system it is not considered a bar.

The brewery is located in a separate lower rent building a short distance from the taproom. The brewery primarily produces for the taproom but does have a couple of small wholesale accounts. Given the popularity of the brand, the company has been asked by a larger distributor to expand production in order to accommodate selling to retail outlets and area restaurants and bars. The seller is going to pass that opportunity on to the next owner of the business. Such an expansion would require adding more and larger fermenters and brite tanks.

### THE REASON FOR SELLING

The sellers love the business and brand. They are very happy with the investment to open the taproom. They believe the next area of growth could be expansion of brewery capacity to do distribution. The combination of additional investment in expanding the brewery and the difficult logistics of living out of the area, they feel its time to do a handoff to another owner who can take the business to the next level.

### THE IDEAL BUYER

An individual or team of owners with management skills, capital and a passion for great craft beer will be a perfect fit for this early growth stage business. Alternatively, another craft brewer, that does not currently have a remote taproom, could relocate our client's production facility into its existing craft brewery, with the double benefit of additional economies of scale in production and obtaining a great taproom location.

### ASKING PRICE

**\$350,000**

### TERMS:

Cash

### ASSETS

Furniture, Fixtures & Equipment	\$263,000
Inventory	<u>12,000</u>
<b>Total Assets</b>	<b>\$275,000</b>

*All values provided by Seller*

### INCOME STATEMENT SUMMARY

Gross Sales (2021)	\$417,372
<b>Seller Discretionary Earnings</b>	<b>\$50,677</b>

*Financial information provided by Seller*

### ADDITIONAL INFORMATION

*Additional information gladly provided to financially qualified buyer prospects who submit a Confidentiality Agreement (click on the link below).*

### RECEIVE 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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