










LISTING OPPORTUNITY

Sophisticated Butcher Shop, Opulent Area. \$2.15M Sales

Beautifully appointed and modern Charcuterie destination



SPECIFICATIONS

 Price: \$305,940	 2021 Revenue: \$2,152,338	 Cash Flow: 5.58%
 Location: San Francisco	 Type of Sale: Asset	 ABC License: Type 20
 Employees: 14 full time	 Reason for Sale: Focus on wholesale	 Goodwill: 11 years at location

BUSINESS SUMMARY

Year Established: 2010

Services: Fresh and dry aged meats, poultry, sausage & salami, Pate, Confits and other goods

Equipment: Walk in cooler, 12' Deli Case, self-serve refrigeration, sausage processing equipment, Alto Sham, meat slicers, Berkel manual meat slicer, scales, vacuum sealer, prep tables, all smallware's and Shop-keep pos included

Product breakdown: High Quality Meats, Rare Meats, smoked meats, Cured Meats, Fresh sausage, and more

Clients: 100% retail Hours of operation: 10:30a to 7p 7 days a week

Lease: 1400 sq. ft. Shop, 850 sf retail 600 production. Monthly payment \$5384

Personnel: 14 full time (2022 Q1 COVID passed through the shop effecting sales/hours of operation)

Artfully designed by Wiley Price, this butcher shop's ambiance and decor is a nod to the class and style of the past with modern day appointments and taste.

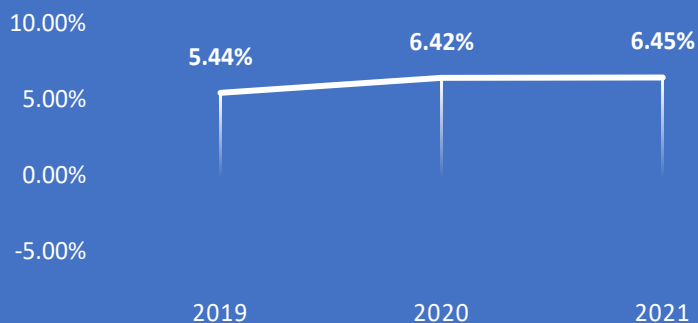
Demographics for the primary borough served include a population of 18,250 within a city of 841,820. The two largest age groups (18 to 59) encompass 79% of the consumer market with a median family income of \$136K and home value of \$805K.

Offerings include a full assortment of quality cut meats. Hard to find items such as caul and pork jowl are available due to the relationships established with trusted farmers and producers. Cured and smoked meats are made on premises as well as salads and sandwiches for take-out orders. Everything from free range turkeys, crown roasts, rabbit, quail, terrines, pates, and potted meats are stocked as well. Cheeses, breads, wines, pastas, and small batch producers of canned and jar goods line the shelves. Buyers, bring your culinary passion, and enthusiasm for nose to tail, farm to table products where service and quality are center stage at this acclaimed shop. If you have existing relationships with small producers, their premium, local products would be a great addition to the showcase of this shop.

VALUE PROPOSITION

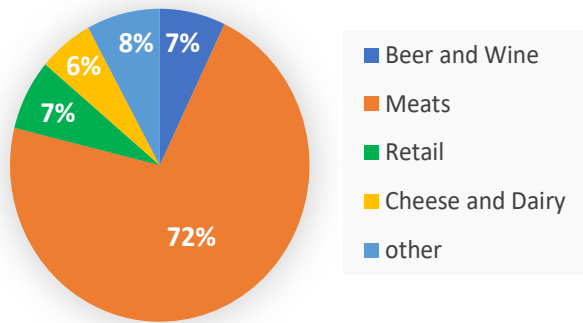
- Well established regional reputation
- Exceptional Customer Reviews of 4.5 stars
- Featured in Bon Appetit, Eater, Food & Wine, Saveur, and other publications
- Rotating charcuterie and sandwich menu
- Place your name on this business
- Structural Concepts 12 ft refrigerated deli case
- High ceiling with open beam atmosphere
- Structural Concepts 4 ft cheese case
- Structural Concepts 6 ft beverage refrigerator
- Ample shelving for dry goods and wine sales

PROFIT MARGIN

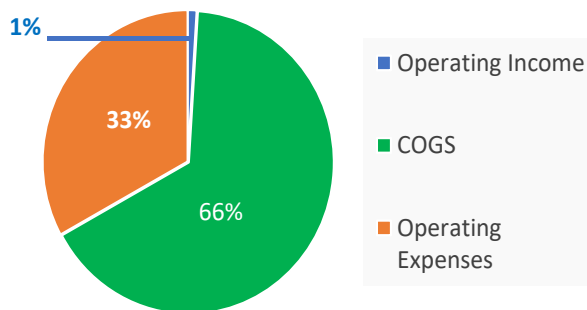


REVENUE BREAKDOWN

Revenue by Service



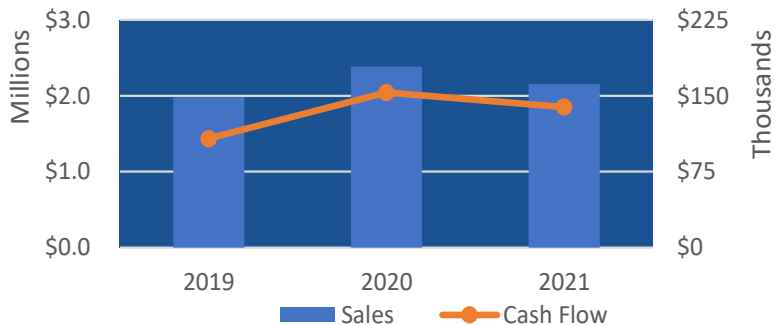
Main Cost Centers



FINANCIAL HIGHLIGHTS

- 2020 gross sales \$2,386,300
- Sales INCREASED 17% in 2020
- lease is assumable with landlord consent
- Lease is 1400 sf at \$3.85/sf
- 2021 financials projected to be similar to 2020
- Recommended working capital: \$45,000
- Inventory estimated monthly average: \$53k
- Listing price: \$305,940 + inventory
- Sales from Thanksgiving are 4% total sales
- Sales from December holidays are 5% total sales

Sales and Seller's Cash Flow



CASHFLOW ANALYSIS

Financial Statement Source	Tax Return	Tax Return	Tax Return	P&L
Accounting Year January 1 to December 31	2019	2020	2021	4/30/2022
Sales	\$1,980,235	\$2,386,300	\$2,152,338	\$599,383
Returns and allowances	\$0	\$0	\$0	\$0
Less Cost of Sales	\$1,232,421	\$1,580,775	\$1,347,674	\$387,280
Less Operating Expenses	\$778,608	\$792,389	\$804,664	\$269,182
<i>Equals</i> Net Income Before Taxes	(\$30,794)	\$13,136	\$0	(\$57,079)
<i>Plus</i> Depreciation	\$8,145	\$7,611	\$7,812	\$2,604
<i>Plus</i> Amortization	\$0	\$0	\$0	\$0
<i>Plus</i> Interest on Loans to Business	\$2,611	\$2,878	\$852	\$923
<i>Plus</i> Officer/Owner's Salary	\$0	\$0	\$0	\$0
<i>Plus</i> Payroll Taxes on Officer/Owner's Salary	\$0	\$0	\$0	\$0
<i>Equals</i> Preliminary Seller's Discretionary Earnings	(\$20,038)	\$23,625	\$8,664	(\$53,552)
Addbacks:				
Administration Expense	\$48,000	\$48,000	\$48,000	\$16,000
Auto Expenses for Owner's Benefit	\$3,074	\$2,676	\$3,711	\$1,005
Insurance Premium - Working Family Member	\$0	\$0	\$0	\$0
New Owner Replacing GM	\$76,000	\$78,000	\$78,000	\$26,000
Non-Business Meal, Travel, Entertainment	\$676	\$861	\$538	\$90
Sum of Addbacks:	\$127,750	\$129,537	\$130,249	\$43,095
Total Seller's Discretionary Earnings (SDE)	\$107,712	\$153,162	\$138,913	(\$10,457)
Profit Margin	5.44%	6.42%	6.45%	-1.74%