








ACQUISITION OPPORTUNITY

SB823: Popular Restaurant and Bar in Thriving Downtown Location

Enviably Location | Strong Customer Following | Strong Growth Opportunities



SPECIFICATIONS

 Price: \$2,044,865	 Revenue (2022): \$2,030,747	 SDE (2022): \$427,454
 Geography: Santa Clara County	 Location Thriving Downtown Space; enviable population density	 Notoriety Popular name brand destination restaurant
 Employees: 25	 Reason for Sale: Seller Focused on Other Ventures	 Goodwill: 14+ Years of success

BUSINESS SUMMARY

- Services: Full-service restaurant and bar
- FF&E Highlights: Extensive Tenant Improvements, turnkey equipment
- Inventory: Estimated at \$30,000
- Customer Base: Business Professionals | Local event crowds | Dense, younger urban population
- Lease: 9,000sf indoor & outdoor combined. Long-term lease available
- Food Concept: American, night club concepts not allowed

OPPORTUNITY OVERVIEW

Presented for acquisition is a popular restaurant and bar located in a thriving downtown area with an ideal population density. The establishment has a strong customer base that includes regulars. The restaurant benefits from local foot traffic, including those attending sporting and music events, people conducting business, convention-goers, and local urban residents.

The business has a track record of success and was able to recover from the COVID-related dip in 2022, which similarly impacted other restaurants in the industry.

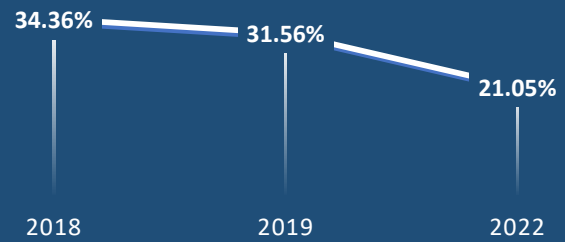
It's a popular spot for a casual dinner and equally well-known as a nightlife hotspot with an outdoor patio and live music.

For a successful operator in the restaurant and bar industry, this presents a great opportunity to acquire a solid business

VALUE PROPOSITION

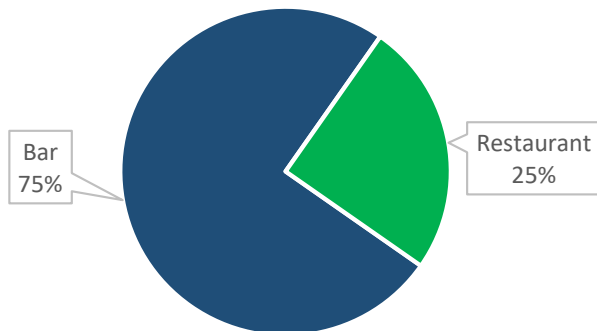
- Well-known popular restaurant/bar in downtown area
- On track to continue rebound to pre-COVID numbers
- Significant investment in tenant improvements
- Extensive outdoor patio
- Turnkey FF&E
- Fully staffed
- New POS system with multiple terminals
- Popular, profitable bar business
- Population dense area generates substantial foot traffic

PROFIT MARGIN

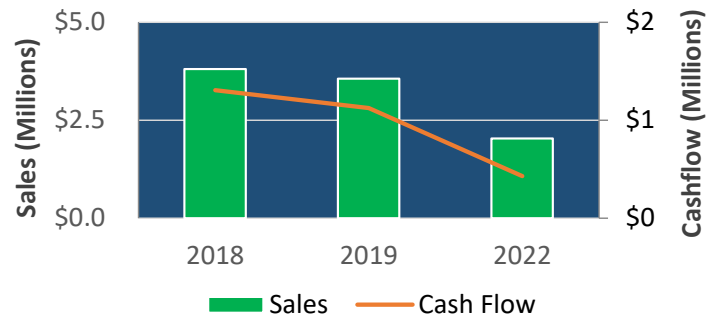


REVENUES & CASHFLOW (EBITDA)

Revenue By Service



Sales & Cash Flow (EBITDA)



FINANCIAL HIGHLIGHTS

- Listing Price: \$2,044,865
- Fiscal 2022 SDE: \$427,454
- 2022 financial recovery, in the direction of pre-COVID revenues/profits
- Buyer will benefit from major tenant improvements
- 2020 and 2021 P&Ls available upon request, for buyers under NDA

CASHFLOW ANALYSIS

Financial Statement Source	Tax Return	Tax Return	P&L
	2018	2019	2022
Sales	\$3,799,328	\$3,561,341	\$2,030,747
<i>Less</i> Cost of Sales	\$1,739,271	\$1,734,540	\$628,534
<i>Less</i> Operating Expenses	\$794,078	\$754,045	\$974,759
<i>Equals</i> Net Income Before Taxes	\$1,265,979	\$1,072,756	\$427,454
Depreciation	\$26,325	\$38,279	\$0
Amortization	\$12,979	\$12,979	\$0
<i>Plus</i> Interest on Loans to Business	\$0	\$0	\$0
<i>Plus</i> Officer/Owner's Salary	\$0	\$0	\$0
<i>Plus</i> Payroll Taxes on Officer/Owner's Salary	\$0	\$0	\$0
<i>Equals</i> Preliminary SDE	\$1,305,283	\$1,124,014	\$427,454
Addbacks:			
Owner Health / Dental / Pension / 401K match / Insurance	\$0	\$0	\$0
Auto Expenses for Owner's Benefit	\$0	\$0	\$0
Replace GM and other departing officers & taxes	\$0	\$0	\$0
Non-recurring Expenses	\$0	\$0	\$0
Rent Adjustment	\$0	\$0	\$0
Sum of Addbacks:	\$0	\$0	\$0
Total SDE	\$1,305,283	\$1,124,014	\$427,454
SDE Margin	34.36%	31.56%	21.05%