

Specialty Bakery with Multiple Southeast Locations

Price: \$825,000

Specialty Bakery chain has a solid history of double digit growth year-over-year and has maintained profitability throughout the Pandemic. With three locations in metro Atlanta, the Company offers sweet and savory baked goods at two retail locations in high growth small-town communities, as well as having a commercial kitchen. The Company was built to sell from inception and is poised for significant growth due to the sellers' operational investment. Over 100+ recipes have been adapted for individual, small volume and commercial volume production levels. All ingredients are sourced from the highest quality vendors and from locally owned producers. Online sales of baked goods, merchandise and baking classes are offered with delivery capability. State of the art software was developed to manage front and back office operations. The business has third party relationships with USDA Co-Packers with room for future production growth.



Two full time managers in place with 7 full time and 10 part time employees.

Financial Summary

	<u>2021(P)</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>
Revenues	\$1,100,000	\$879,800	\$535,750	\$488,277
Discretionary Earnings	\$211,147	\$201,658	\$73,598	\$50,958
Adjusted EBITDA	\$171,147	\$161,658	\$33,598	\$10,958

Investment Highlights

- Custom Preparation Software – Custom developed, one-of-a-kind software in the food service industry; front and back of the house prep.
- Recipes – Documented and tested recipes. Modified for large scale commercial batches.
- Employee Training Program – 30, 60, 90 day documented training program for new team members and Continued Education for existing team members.
- Employee Handbook – Custom internal documentation of all process and procedures written for all team members and locations.
- Shipping – Custom shipping box design and shipping operational design.
- Established USDA Co-Packer Partnership – Contract with USDA approved organization. Produced at company facility with ability to increase and meet growing demand.



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