

FOR SALE: Multi-Location Café and Bakery in the Des Moines Metro

Established nearly 10 years with event space for parties!

Financial Overview

List Price: **\$3,690,000**

Gross Sales

| 2023 | 2022 | 2021 |
|-------------|-------------|-------------|
| \$8,563,389 | \$6,973,063 | \$5,607,432 |

Cash Flow

| 2023 | 2022 |
|-------------|-----------|
| \$1,046,835 | \$615,837 |

Valuation: Cash Flow x Multiple = Valuation
 \$1,046,835 x 3.55 = \$3,716,264

Assets Included in Purchase: \$958,628

Vehicles: \$253,000

- 6 vehicles including 2 City Expresses, 1 Pickup, 1 Odyssey, 1 Promaster, and 1 Tundra

Café Equipment: \$705,628

- Ovens, Grill Tops, Blenders, Coffee and Espresso Machines, Furniture and Accessories, etc.

Business Information

Year Established: Location 1 was established in 2015, with the second location established in 2018

Location: 2 locations in the Des Moines metropolitan area

Service Area: Within 45 minutes of Des Moines metro

Services: Dine in, take out, drive through, baked goods, 3rd party delivery, and events catering with event space in house

Clients: Loyal and local client base in the Des Moines metro

Lease: Location 1: 8,500 sq. ft with an additional 2,000 sq ft being added in the next few months

Reason for Selling: Succession planning/ divestment

Personnel: Between 100 – 120 on staff including a General Manager, Director of Operations, 4 Shift Leads, Line Cooks, Cashiers, Bakery Associates, and food service

Seller Training Period: 1 year

Growth Opportunities: Incorporate additional locations and franchise the company brand

Owner Responsibilities: Seller is semi-passive in the business, holding the “Big Vision” role and offering general oversight of management team. These responsibilities can be easily absorbed by existing staff

Funding Example

Purchase Price: **\$3,690,000**

| | |
|-------------------------------|-------------|
| 10% Buyer Down Payment | \$369,000 |
| 10% Seller Financing | \$369,000 |
| 80% Bank Loan | \$2,952,000 |

A 10% down payment of \$369,000 returns \$495,142 in the first year after debt payments!

Description

Established in 2015, the first location of this café laid the foundation for this growing enterprise. In 2018, a second location was added to the portfolio, further solidifying their commitment to serving its loyal and local client base. The two locations are strategically situated within the Des Moines metropolitan area, with the majority of their client base residing within a 45-minute radius. These offerings include dine-in options for those who wish to enjoy their meals on-site, take-out for customers in a hurry, drive-through for added convenience, baked goods for sale both on-site and online, and events catering for various occasions with event space in house. The business boasts a strong and dedicated client base in the Des Moines metro area. This loyal following is a testament to their commitment to providing high-quality food, exceptional customer service that keeps patrons coming back for more. This business employs between 100 – 120 dedicated staff members across both locations. This team includes a General Manager who oversees daily operations at each site; a Director of Operations who ensures consistency across all aspects of the business; four Shift Leads responsible for managing teams during peak hours; Line Cooks, Cashiers, Bakery Associates, and food service staff. The owner maintains the “Big Vision” role and general oversight of management team responsibilities, allowing him to be semi-passive in the business. These duties can easily be absorbed by existing staff members or new leadership once the business is sold. The decision to sell comes as part of a strategic succession planning/divestment process.

Priced at **\$3,690,000**, a 10% down payment of \$369,000 returns \$495,142 in the first year after debt payments! Growth opportunities include incorporating additional locations into its portfolio or franchising its successful brand throughout other markets in Iowa or beyond.

- CONFIDENTIAL -

Last Revised: BV 7.10.2024

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.