

8398 - Wholesale & Distribution

Northern California - East Bay

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Wholesale food and drink distributor started 1982. Present owners bought the business in 2011 when it was losing money. Now they gross apx. \$5.8MM with a SDE of apx. 388M per a YTD P&L for 2016. Its service area is from San Mateo to Salinas + Stockton and Lodi with 200+ clients primarily Asian restaurants. They invested in a new fleet of trucks and updated the business warehouse and inventory software and delivery tracking systems. These dynamics turned the business around. The sellers feel the next step up for growth will call for additional capital and time. Apx. 400M inventory is not included in the price 400M A/Rs will be offset by 400M in A/Ps

Bay Area Wholesale Food Distributor



Recast Earnings

(Not Verified By Business Team)

	12 Months Ended	12 Months Ended	12 Months Ended
	12/31/2015	12/31/2014	12/31/2013
Sales	\$5,640,278	\$5,768,164	\$5,204,630
Adjusted Cash Flow	\$364,802	\$208,122	\$128,351

Operations

Number of Employees	Full Time	Part Time	Licenses Required
Non-Owners	9	1	ABC Lic Types 9, 12, 17 & 18; BOE; EDD;;
Owners	1	1	Food Handler's; Health Permit
Hours of Operation	Mon-Friday 8:30 - 5:00		

Price/Terms

Lease

Asking Price	\$980,000	Monthly Rent Including NNN	\$6,500
Down Payment	(\$124,000)	Expires	3/31/2017
Inventory (included)	\$0	Option	No
A/R-A/P (Net)	\$0	Size (sq.ft.)	10000
Real Property Available	No	New Lease Available	Yes

Miscellaneous

Type of Organization	C Corp	Training	2 Weeks40 Hours
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Reason for Sale To concentrate on their restaurant business

Disclaimer: The information provided herein is compiled from information provided by the seller(s). Business Team (CA BRE 01160661) makes no representation as to its accuracy or reliability. Prospective buyer(s) should rely upon their own verification and that of their financial advisors with respect to this information.