

ACQUISITION OPPORTUNITY #F-1868s

GOURMET FOOD PRODUCT FRANCHISOR

PROFILE:

This branded gourmet food product franchisor is an established niche provider of impulse purchase foods typically offered in mall food courts and other heavily trafficked locations. The Company has 13 units (nine franchise stores and four Company owned and operated units). Gross sales during the past three years have averaged \$1.1 million, derived from Company owned stores (77%), mail order (12%) and franchise income (11%). Adjusted earnings (ACF) are \$245,000 per year.

INVESTMENT HIGHLIGHTS:

- Turnkey operation with \$1.1 million sales and ACF of \$245,000
- Long established national franchise with an excellent reputation for the highest quality products; it is a local market leader, with good brand name recognition in the Cincinnati metro area
- Stable and experienced corporate and store management staff
- Company operated stores in the area's most highly trafficked malls
- Franchise growth and development opportunities in new market territories
- Significant mail order sales potential could be increased with a sophisticated catalog and marketing effort

PURCHASE PRICE:

The business is offered at \$750,000 free and clear of debt. Franchise rights, trademarks, trade names along with confidential recipes, operations manuals and other intangibles are included. Fixed assets at four Company operated stores and the mail order production site, along with product ingredient inventories of \$55,000 are also included.

Financial Summary: 000's

	2004	2003	2002
Sales	1,115	1,200	1,179
ACF	247	245	243

Adjusted Cash Flow (ACF): Pre-tax profit of the business before adjustments for General and Administrative expenses.

Assets Included in the Sale:	
Trademarks, Trade Names, Recipes	155,000
Franchise Rights	200,000
Four Company Stores, Incl. Fixed Assets (est. FMV)	300,000
Mail Order Production Site (est. FMV)	40,000
Product Ingredients Inventories @ Cost	55,000
Total	750,000

FOR FURTHER
INFORMATION CONTACT:

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