

Company Offered For Sale:

NORTHEAST FOOD DISTRIBUTOR

The Company is a family-owned, SQF Level 2-certified food distributor, operating 20 delivery vehicles out of a 32,000 square foot distribution center located in a federal Opportunity Zone.

The team has 59 employees led by an experienced and cross-trained 10-person management team.

COVID-19 Impact

The Company was able to retain all key employees, provide exceptional service to its customers, and gain market share throughout the pandemic.

Sale of the Company

The owners are seeking an acquisition partner with product and/or geographic synergies. There is a leadership succession plan in place and the owners will support the transition as needed to ensure success.

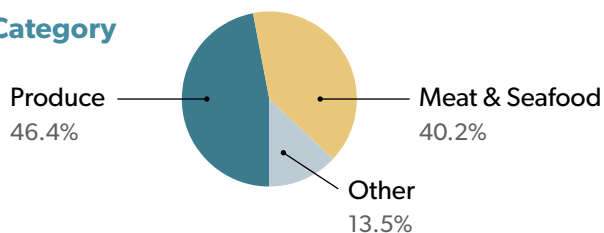
Summary Income Statement

	2019	2020	2021
Sales	29,409,084	22,375,167	30,706,824
Cost of Merchandise Sold	23,307,696	18,018,648	24,104,956
Merchandise Gross Margin	6,101,388	4,356,519	6,601,868
Operating Expenses:			
Direct Labor, PR Taxes & Benefits	2,222,795	1,654,461	1,725,612
Warehouse Operations	515,015	479,364	545,393
Delivery	629,571	436,773	527,087
Selling, General & Administrative	1,572,264	1,711,999	2,205,081
Earnings (Loss) from Operations	1,161,743	73,921	1,598,695
Other Income & (Expense)	92,853	14,551	29,683
Income (Loss) Before Taxes	1,254,596	88,472	1,628,378
E.B.I.T.D.A.	1,821,696	658,644	2,279,882
% to Sales	6.2%	2.9%	7.4%

Summary Balance Sheet

	2019	2020	2021
Assets:			
Cash & Equivalents	706,481	192,908	547,919
Accounts Receivable	2,058,616	1,461,812	1,662,629
Inventory	828,183	568,226	864,266
Net Plant, Property & Equipment	3,652,203	3,605,827	3,062,331
Other Assets	37,270	30,273	60,499
Total Assets	7,282,753	5,859,047	6,197,644
Liabilities & Equity:			
Line of Credit	425,461		
Trade Payables	1,770,626	1,171,292	934,582
Term Loans	2,222,905	2,044,286	1,490,921
Stockholder's Equity	2,863,761	2,643,468	3,772,141
Total Liabilities & Equity	7,282,753	5,859,046	6,197,644

2021 Sales by Product Category



merger & acquisition
advisors

All questions, inquiries
and proposals should be
directed to Venture 7:

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Venture 7 is acting as The
Company's advisor in the
proposed transaction and its
fees are paid entirely by the
seller.

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