

Company Offered For Sale: NEW YORK STATE FOOD DISTRIBUTOR

The Company is a family-owned, SQF Level 2-certified food distributor, operating 18 delivery vehicles out of a 32,000 square foot distribution center located in a federal Opportunity Zone.

The team has 61 non-union employees led by an experienced and cross-trained management team.

The Company serves 700 restaurant, retail and institutional accounts in a major metropolitan area.

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.

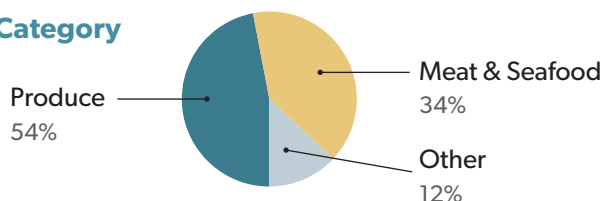
Summary Profit and Loss Statements

	For The Years Ended December 31		
	2021	2022	Preliminary 2023
Sales	30,706,824	34,410,533	30,338,022
Merchandise Gross Margin	6,601,868	8,354,294	6,287,316
% to Sales	21.5%	24.3%	20.7%
Earnings (Loss) from Operations	1,598,695	2,203,936	96,921
% to Sales	5.2%	6.4%	0.3%
Income (Loss) Before Taxes	1,628,378	2,202,072	120,891
% to Sales	5.3%	6.4%	0.4%
E.B.I.T.D.A.	2,279,882	2,748,554	476,049
% to Sales	7.4%	8.0%	1.6%
Owner's Compensation Incl. Above	235,157	169,940	193,630
S.D.E.	2,515,039	2,918,494	669,679
% to Sales	8.2%	8.5%	2.2%

Summary Balance Sheets

	December 31,		
	2021	2022	Preliminary 2023
Assets:			
Cash & Equivalents	547,919	533,767	6,107
Accounts Receivable	1,662,629	1,820,388	1,686,433
Inventory	864,266	877,675	930,764
Net Plant, Property & Equipment	3,062,331	2,687,525	2,367,384
Other Assets	60,499	79,127	5,557
Total Assets	6,197,644	5,998,480	4,996,245
Liabilities & Equity:			
Line of Credit	-	-	90,711
Trade Payables	934,582	805,866	1,258,138
Term Loans	1,490,921	1,093,416	614,364
Stockholder's Equity	3,772,141	4,099,198	3,033,032
Total Liabilities & Equity	6,197,644	5,998,480	4,996,245

2023 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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