

# Opportunity

**BN000042412 – CBD Manufacturer, Wholesaler, Distributor, and e-Commerce Retailer**

Location: Central United States



The offering specializes in hemp extraction offering a proprietary line of Cannabidiol (CBD)-infused products. The company acts as a manufacturer, wholesaler, distributor, and e-commerce retailer of products to businesses and individuals throughout the United States.

## Bids Invited

### Key Aspects

- Turnkey provider managing product design & manufacture to retail shipment from one location
- Strong foothold in the CBD industry with brand presence both as a manufacturer and e-commerce retailer
- Diverse customer and service base provides insulation to industry fluctuations
- Highly-regarded customer service and management with over 6,000 positive customer reviews and testimonials from Forbes, BuzzFeed, and Esquire
- A 2021 Inc. 5000 company generating natural growth via social media, press, and word of mouth

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$8,276	\$5,859	\$1,198
12/31/2021	Internal	\$8,814	\$7,088	\$778
12/31/2022	Internal	\$6,923	\$5,287	\$177
11/30/2023	YTD	\$4,849	\$3,641	\$431

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

**Western Deals**  
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## Opportunities

- Multiple expansion avenues including increasing warehousing and shipping capabilities, white-label wholesaling, and building further awareness of e-commerce brand
- Expand product availability to Amazon Marketplace
- Bring production lines in-house such as dog treat and gummy manufacturing
- Potential psilocybin product lines could position the company as an early leader with future relaxation of regulation

## Headquartered

- Central United States

## Current Markets

- The company designs, manufactures, and distributes products for a variety of end markets, with the primary market being direct-to-consumer sales via e-commerce. Other sales avenues include wholesale shipping, retail chains, and box stores.

## Real Estate

- The company operates from a 23,890 square-foot combination office and warehouse facility leased from an affiliated entity.

## Shareholder Objectives

- The sole owner is seeking a more balanced lifestyle and expects to remain with the business post sale to assist with future growth. Ownership is open to various deal structures to facilitate a transaction.

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