

Opportunity

BN000046104 -Wholesale Meat Distribution and Grocery Market Company

Location: Midwest United States



The company has two main entities. The primary entity, is a wholesale foodservice distributor and USDA inspected meat, chicken, and pork processor for restaurants, grocery stores, fast food establishments, retail meat and butcher shops, and food service distributors. The secondary entity is a family market containing a butcher shop, grocery store, deli, bakery, buffet, and cafe.

Bids Invited

Key Aspects

- USDA License reassures customers that the company's meat products are sustainably sourced and of the highest quality
- Extensive experience in the industry with over 54 years in operation
- Retail and wholesale operations allow the company to serve a diverse customer base
- All of the company's customers purchase from the company bi-weekly providing stable revenue streams
- Activity in the community has lead the company to be a widely recognized brand

Financial Disclaimer: Financial results for both entities have not been combined due to intercompany transactions. Revenues and costs are subject to intercompany transfers not identified.

Key Indicators

Primary Entity

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
7/31/2020	Internal	\$37,626	\$3,069	\$1,111
7/31/2021	Internal	\$38,942	\$2,952	\$1,366
7/31/2022	Internal	\$44,887	\$2,883	\$1,202
12/31/2022	TTM	\$43,549	\$2,732	\$1,050

Secondary Entity

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2021	Internal	\$6,653	\$1,463	\$356
12/31/2022	Internal	\$6,510	\$1,089	(\$96)

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

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Benchmark International is the trading name of Benchmark International CSSB, LLC

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Opportunities

- Develop private label portion-controlled beef products to be introduced in major retailers such as Walmart and Kroger
- Expand warehouse operations in order to introduce new products
- Progress the food truck and catering divisions to improve brand recognition and provide additional streams of revenue

Headquartered

- Midwest United States

Current Markets

- The company serves restaurants, grocery stores, fast food establishments, retail meat and butcher shops, and food service distributors

Real Estate

- The company operates its wholesale processing and distribution business from a 14,500 sq. ft. facility owned by an affiliated entity. The company leases and operates its retail butcher shop and grocery, deli, bakery, buffet, and cafe from a 22,500 sq. ft. facility leased from an unrelated third party. The real estate is for sale along with the business.

Shareholder Objectives

- The company is owned by two shareholders (50%/50%). The owners are seeking a strategic buyer to help facilitate the company's growth plan. Both owners are in agreement with the sale and are willing to retain a small equity position and stay in an advisory capacity to ensure a smooth transition.

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