

Opportunity

BN000042643 – Restaurant Collective Serving an Upscale-Casual Dining Experience

Location: Northeast U.S.



The company is composed of three restaurants collectively located in the Northeast U.S. The restaurants each offer a variety of dining experiences ranging from casual, to upscale, and outdoor dining seasonally. Additionally, all restaurants have full liquor licenses and sophisticated bar scenes.

Bids Invited

Key Aspects

- Rebounded after Covid-19 restrictions to record combined revenue of \$11.7M in 2021
- Three well-established locations each offer a unique dining experience and atmosphere
- Distinguished restaurant brand that has found success within the local community
- Established supplier relationships with multiple vendors creates stability in food and production prices
- The restaurant has a customer loyalty program in place that incentivizes and rewards purchases and returning customers

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Combined	\$10,123	\$6,421	\$675
12/31/2020	Combined	\$6,569	\$4,157	(\$84)
12/31/2021	Combined	\$11,773	\$8,263	\$464
8/31/2022	Combined	\$12,512	\$8,727	\$759

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

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Opportunities

- Regional expansion of the restaurant to new locations in the Northeast U.S.
- Branded ghost kitchen concept implemented in Q4 of 2022
- Continue to negotiate pricing agreements with key vendors to support margin growth

Headquartered

- Northeast U.S.

Current Markets

- The company serves an up-scale casual dining experience between its locations in the region. The ghost kitchen concept in development will expand the restaurant's reach by offering its noteworthy fare to a burgeoning pickup and delivery market.

Real Estate

- The company leases its two restaurant locations from an unaffiliated entity. Each location is approximately 15,000 sq. ft

Shareholder Objectives

- The owners would like to prepare the company for their retirement and, in doing so, have established a management team capable of running the daily operations. Both owners are willing to remain in place for a mutually agreeable period to ensure a smooth transition of ownership.

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