

Opportunity

BN000034596 – National Winery Franchisor with Long-Term Franchise Agreements

Location: Western U.S.



The offering consists of two entities based in the Western U.S. and operating collectively. The primary entity is included in the only national winery franchise system in the U.S.; the second entity is an affiliate provider of finished wine products and equipment to the primary entity's franchisees.

Bids Invited

Key Aspects

- Established proof of concept franchise model that is ready to scale
- Recurring royalty revenue secured by long-term franchise agreements
- Seventeen franchise locations nationwide as of May 2023
- Corporate level support system allows for smooth expansion of franchise winery locations
- Proprietary franchisee training and custom winemaking process ensures consistency across all locations

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Combined	\$1,175	\$636	\$142
12/31/2020	Combined	\$842	\$208	(\$160)
12/31/2021	Combined	\$1,335	\$720	\$175
12/31/2022	Combined	\$1,100	\$587	(\$169)

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

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Opportunities

- Opportunities for expansion of the business' franchise concept to additional U.S. states
- Lead generation to select future franchisee candidates working with a reputable lead generator
- Implement regional advertising campaigns for franchise locations to promote the wineries and products
- Further efficiency opportunities with outsourcing the wine production
- Implementing a new marketing program to assist franchisees with growth opportunities and increased revenue

Headquartered

- Western U.S.

Current Markets

- The business caters to the end-consumer wine market and serves entrepreneurs interested in a micro-winery franchise opportunity serving urban and suburban markets across the U.S.

Real Estate

- The business operates from a 6,000-square-foot facility leased from an unrelated third party. The lease is assumable by new ownership.

Shareholder Objectives

- Ownership is seeking a partner to help grow the business to its full potential and would like to make an eventual full exit. Ownership is in agreement with the proposed sale and open to various deal structures in order to facilitate a transaction.

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