



Executive Summary

Located in Middle Tennessee, Client # 798 specializes in fresh, classic, homemade fast food during the breakfast and lunch hours. Value and comfort are central to the restaurant that prides itself in being a best-kept secret.

The Company has a premium location due to the high-volume of daily foot traffic and commerce in the surrounding area. Its location and convenience have bred relationships with regulars and provides opportunities for local tourists to find the hidden gem. Organically, The Company has been earned above four out of five stars by reviews online.

In an industry that is notorious for eating up dreams in six months to a year, The Company beat the odds by providing excellent service and consistent value – a rare thing to come by in saturated markets. Now it sits in what is known for being a culinary destination.

The company's owner has elected to sell the business and retire, after 20 years. The business is being offered for sale on an exclusive basis by CAPSTONE Business Advisors, LLC.

Opportunity

The firmly rooted establishment is primed for the future. Below are addition factors that make for a compelling acquisition opportunity:

- Location fueled by larger commerce and tourism
- Cash flow producing restaurant.
- Well-known brand because of value and quality, and
- Modernizing the experience and maintaining relationships.

Summary Financial Performance

| | 2018 | 2017 | 2016 | 2015 |
|------------------------------|-------------|-------------|-------------|-------------|
| Revenue | \$382,095 | \$371,502 | \$338,451 | \$295,261 |
| Gross Profit | 240,496 | 218,368 | 214,014 | 167,929 |
| Operating Income | 101,129 | 87,241 | 71,677 | 35,422 |
| Owner's Discretionary Income | 51,895 | 44,370 | 36,312 | 15,422 |