

# FAMILY-OWNED COFFEE AND BAKED GOODS CAFE

Profile #0721

Established in 1999, the coffee shop was founded on the idea it could bring great tasting coffee to the area and be a place for people to meet and socialize within their neighborhood community. Over the 22 years in business, the vision was achieved becoming a place where professionals meet, students congregate, and friends catch up. This locals' cafe offers high-quality menu items including specialty coffee and tea beverages and a variety of made in-house desserts, treats & lunch items. The shop's great reputation continues to drive business even through the recent COVID-19 pandemic. The shop has stayed open through the most restrictive period of the pandemic by offering to-go orders and following safety guidelines and has maintained its sales volume. Creating a positive work culture that values the individual and strives to treat customers and employees like family and friends has been key to its long-term success. The use of a modern point-of-sale system also contributes to the success, allowing the shop to be conveniently managed through online chat and mobile apps. This business is a great first-time business for the appropriate entrepreneur looking to run a business in the coffee industry.

## Business Highlights

- Great Location
- Stable Sales Volume
- Excellent Reputation
- Loyal Patrons
- POS Technology
- Vendor Relationships

## Purchase Price and Terms

**Business** **\$295,000**  
 \*Down Payment (est. at 20%) \$60,000  
 \*Terms (est.): 10 years, 6.00%, \$2,600/month  
 \*Assumes buyer qualifies for SBA guaranteed financing.

## Corporate | History

- Established in 1999
- S Corp
- Retirement

## Location | Facilities

- Colorado Springs
- 1,800 sf (approximate)
- Lease

## Customers

- Local Affluent Residents
- Nearby Military Personnel
- Regular Patrons (22+ years)

## Sales | Marketing

- Robust Social Media Presence
- Customer Loyalty Program
- Branded Merchandise

## Products

- Specialty Coffee Drinks
- Specialty Tea Drinks
- Breakfast and Lunch Items

## Management | Staff

12 part-time employees  
 (includes owner)

## FINANCIAL HIGHLIGHTS

	Gross Sales (\$)	SDE (\$)
2018	\$577,347	\$110,341
2019	\$590,344	\$126,745
2020	\$508,766	\$88,652
Weighted Average	\$585,145	\$120,184

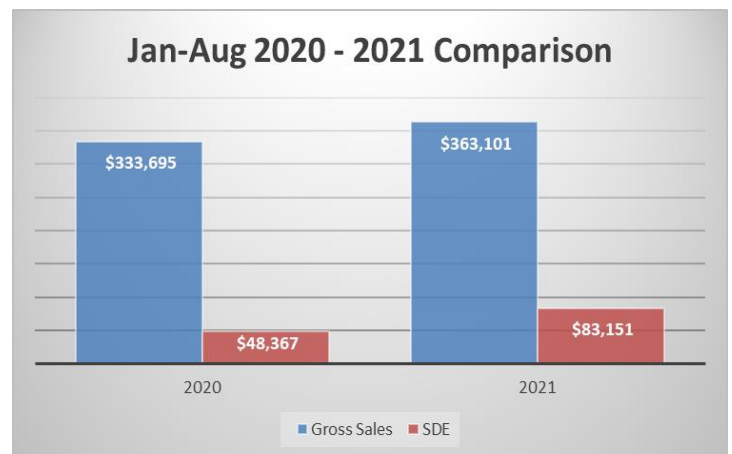
## Partial Year Financials

	Gross Sales	SDE
2020 (Jan-Aug)	\$333,695	\$48,367
2021 (Jan-Aug)	\$363,101	\$83,151

## ASSETS INCLUDED (estimated)

Furniture, Fixtures & Equipment \$52,000

## Jan-Aug 2020 - 2021 Comparison



All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.