



Food Manufacturer – Gourmet Cookie Division

Type of Business The gourmet cookie division of this company produces small batch, home style cookie dough for the grocery, food service, private label, and co-pack markets.

Location Texas

Company History The company was founded in 1998 and established a strong reputation. New owners purchased the company approximately 5 years ago, and revenue has doubled in the last 5 years.

Competitive Advantage This company has established an excellent reputation for quality and consistency, including SQF level 2 food safety certification, resulting in satisfied customers with repeat orders.

Markets, Customers & Growth Opportunities This company ships the product into numerous states, and currently has long term relationships with several national retailers, restaurant chains, and grocery accounts. Current revenue growth has been achieved based upon quality and consistency, and growth could be increased with a dedicated sales and marketing staff. 2017 Revenue is \$5,317,000.

Personnel 15 Employees required to produce the gourmet cookie dough.

Reason for Sale The Company produces three diverse food product lines, and in an effort to streamline food safety programs intends to sell the operating assets, equipment and associated goodwill of this division for \$2,000,000 to allow them to focus their energy on other product lines.

| Recast Statement of Operation Highlights | 2014 | 2015 | 2016 | \$ 2,017 |
|--|-------------------|-------------------|-------------------|-------------------|
| Income | | | | |
| Total Revenue | \$ 3,815,000 100% | \$ 4,540,000 100% | \$ 4,035,000 100% | \$ 5,317,000 100% |
| Cost of Goods Sold | | | | |
| COGS | \$ 2,517,000 66% | \$ 2,942,000 65% | \$ 2,558,000 63% | \$ 3,402,880 63% |
| Direct Labor | \$ 286,000 7% | \$ 351,000 8% | \$ 263,000 7% | \$ 372,190 8% |
| Total COGS | \$ 2,803,000 73% | \$ 3,293,000 73% | \$ 2,821,000 70% | \$ 3,775,070 71% |
| Gross Profit | \$ 1,012,000 27% | \$ 1,247,000 27% | \$ 1,214,000 30% | \$ 1,541,930 29% |

- Highlights**
- *Well-established products*
 - *Excellent reputation, quality ingredients*
 - *Excellent profitability*
 - *Identified growth opportunities*

For Further Information Contact
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