

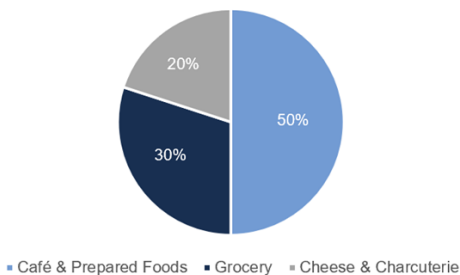
	2018	2019	2020	2021E
<b>Revenue</b>	\$2.90M	\$2.94M	\$1.68M	\$2.34M
<b>Gross Profit</b>	\$1.76M	\$1.82M	\$1.03M	\$1.43M
<b>Margin</b>	60.8%	61.7%	61.6%	60.9%
<b>Adj. EBITDA</b>	\$0.27M	\$0.26M	\$0.40M	\$0.48M

## BUSINESS HIGHLIGHTS

The Company is a specialty food store, café, catering, and e-commerce company located in Virginia. The Company offers a complete food shopping experience, with a focus of providing its customers with quality and locally sourced foods. In addition, the Company has its own line of branded products. The Company has developed strong customer relationships within a bustling college town and has received local and national exposure through awards in well-respected culinary and travel publications.



Revenue by Product Line



## INVESTMENT CONSIDERATIONS

- ◆ **Established Premium Brand:** The Company's brand is recognized for its integrity and quality, representing conscientious spending and eating through an emphasis on buying local and sourcing from the finest artisan producers.
- ◆ **Strong Online Presence:** The Company was able to successfully increase its e-commerce business segment, allowing it to survive the pandemic. This e-commerce success is expected to continue, adding significant revenues and extending brand awareness and opportunity nationwide.
- ◆ **Prime Location:** The Company is centrally and conveniently located in a fast-growing metropolitan area. Foot and commuter traffic is high. It is within walking distance of a downtown business district, hospital, multiple hotels, and a major university.
- ◆ **Superior Quality:** Customers go to the Company because they know they will find the best seasonally inspired food and wine offering. Additionally, the Company offers affordable, top quality catering to businesses, party planners, and individuals.

## GROWTH OPPORTUNITIES

- Extend Open Days & Hours of Operations
- Expand Online Brand & E-Comm Sales
- Target Growth of Corporate & Seasonal Gift Sales
- Further Develop Beneficial Brand Alliances
- Open Additional Locations

**Madison Brown, Associate**  
mbrown@actcapitaladvisors.com  
425-501-8406

**ACT Capital Advisors**  
7525 SE 24th St. Mercer Island, WA  
Actcapitaladvisors.com