Acquisition Opportunity

IBMC – **Established Specialty Coffee Roaster & Wholesaler**

ASKING: $325,000

Business Activity

Established specialty coffee roaster serving wholesale and direct-to-consumer customers throughout the Dallas-Fort Worth market and select regional and national accounts. The Company generates the majority of its revenue from recurring wholesale coffee sales and also offers online retail sales, customer training, and select equipment sales. Daily operations are supported by an experienced team, while ownership has limited involvement in day-to-day activities.

Deal Summary

(TTM) Revenue:	$697,000	**(TTM Annualized) SDE:**	$60,000
NAICS or SIC Code:	311920	**Corporation Type:**	LLC
FF&E*:	$175,000	**Location:**	North Texas
Inventory*:	$93,000	**Year Established:**	2013
Total Assets*:	$268,000	**Accounting Method:**	Accrual
* Included in Asking Price, subject to adjustment based on the timing of the sale.		**Financial Year End:**	December

Terms

The sellers are open to considering a seller note and/or earnout for a qualified buyer to help facilitate the transaction. Specific terms would be negotiated based on the buyer's financial strength, experience, down payment, and overall deal structure.

Special Notes

- The owners have relocated out of state and are already largely removed from day-to-day operations.
- The business has intentionally shifted its focus toward wholesale and retail/e-commerce, which management considers its strongest revenue channels.

Top Things to Know About This Business

- **Established Brand:** Operating since 2013 with more than a decade of experience in specialty coffee.
- **Wholesale Focus:** Approximately 77% of revenue is generated from wholesale coffee sales.
- **E-Commerce Platform:** The Company is preparing to launch a newly rebuilt direct-to-consumer e-commerce platform designed to strengthen online sales, subscriptions, and future growth.
- **Recurring Customers:** The Company maintains a broad wholesale customer base with several long-term relationships and annual purchasing agreements.
- **Low Owner Dependence:** Ownership is already largely removed from daily operations.
- **Experienced Team:** Three full-time and two part-time employees support management, roasting, production, sales, training, and procurement.
- **Documented Operations:** Established systems support production, inventory management, customer relationships, and quality control.

- **Growth Opportunity:** Continued wholesale expansion and growth through the launch-ready e-commerce platform provide identifiable avenues for growth.
- **Asset Base:** The sale includes significant roasting, production, and delivery equipment supporting current operations.

Strengths and Weaknesses

Key Strengths	Possible Weaknesses / Opportunities
Established brand and reputation	Opportunity to further expand geographic reach
Recurring wholesale customer base	Exposure to fluctuations in green coffee costs
Limited owner dependence	Recent earnings have been below 2025 levels
Experienced operating team	
Established systems, processes, and launch-ready e-commerce platform	

History

The Company was established in 2013 and later expanded into specialty coffee roasting. Following a significant operating change in 2022, the business transitioned away from its former café-focused model and concentrated on wholesale roasting, retail, and e-commerce. Since then, management has streamlined staffing, pricing, and operations to better support the current business model.

Business Days and Hours

Monday – Friday:	9:00 AM to 5:00 PM
Weekends:	Closed

Marketing Strategy

The Company utilizes internal sales personnel to identify and develop wholesale accounts. New business is generated primarily through referrals, direct outreach, social media, newsletters, and existing industry relationships. Additional opportunities exist to expand wholesale sales and grow direct-to-consumer revenue through the Company’s new e-commerce platform.

Financial Summary

Year (Financial Year End: 12/31)	**TTM** Internal P&L	**2025** Tax Return	**2024** Tax Return	**2023**** Tax Return
Revenue:	$697,000	$698,000	$667,000	$1,014,000
Gross Profit:	$389,000	$419,000	$383,000	$622,000
SDE*:	$60,000	$85,000	$40,000	$33,000
SDE Margin	8.7%	12.2%	6.0%	3.3%

**Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses. All adjustments to EBITDA were provided by seller*

***Please review financial model (pg. 26 and 27) to learn more about elevated revenue.*

Employees

The Company employs three full-time and two part-time employees. Key personnel support management, roasting, production, sales, fulfillment, training, and coffee procurement. Several employees have substantial industry and Company tenure.

Assets and Liabilities

A detailed asset list is available. The sale includes approximately $175,000 in operating fixed assets, including production equipment and a delivery vehicle. Inventory totaled approximately $93,000 as of the latest balance sheet date and will be subject to final count and transaction terms. The seller will retain all cash and accounts receivable, except for the accounts receivable required to meet the working capital requirement in the transaction and will settle all company debts at closing. Any owner financing required by SBA underwriting must be personally guaranteed by the buyer.

Facilities

The business operates from approximately 2,600 square feet of leased commercial flex space in North Texas. The current lease has been extended to 2029.

Support and Training

The sellers will provide up to 30 days of training at no additional charge, with additional compensated transition support available by agreement.

Reason for Selling

The owners have relocated out of state and believe the business is best positioned for continued growth under an owner/operator or local ownership group with greater day-to-day market presence.

Next Steps

In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Ian Biggs, Managing Director

Ian@thevantgroup.com

(720) 289 - 8262

CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Description of Business: Established Specialty Coffee Roaster & Wholesaler
Asking Price: $325,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.

2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.

3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.

4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.

5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.

6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.

7. A facsimile transmission of this document is legal and binding.

8. If Buyer decides not to pursue the possible purchase of the Business or Seller decides not to pursue the sale of the Business, Buyer will promptly destroy, delete and return to Broker all Information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.

9. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.

10. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

RECIPIENT:

Company Name	Street City State Zip
Print Name	Email Address
Signature	Phone
Date	Fax