



Broker Info



Steve Lukes
Business Broker / M&A Advisor
(310) 882-2200 x 164
LIC# 02092334

Background

General Location: San Diego, CA
Category: Apparel & Finished Fabrics
eCommerce
Years in Business: 6
Under Present Owner: all
Hours of Operation: 8-5pm local
Owner Hours: 40/week
Training: 12 weeks @ 15 hours
Organization Type: S-Corp
Lease Expiration: July 2023
Lease Options:
Building Size: 2140
Employees: 8
Reason for Sale: continue growth

Summary

Founder seeks to sell 20% to 40% to a capital partner that can help expand the marketing budget. The brand launched in 2016 and has seen steady growth since then with wholesale and DTC/retail strategies. The brand has been featured on numerous occasions in media outlets such as US Weekly, Vogue, Parents Magazine, People and Baby Center. The founder and seller works 20-40 per week mostly overseeing certain facets of the business.

Financials

The company is operated in the Southern California market with staff throughout the region.

Asking Price: \$490,000
Down Payment: Negotiable
Gross Sales: \$1,031,202
Discretionary Cash Flow: \$166,946
FF&E:
Inventory Included? No
Inventory: \$75,000
Min. Operating Capital:
Real Estate Available? No
Rent: \$2,463
Payroll: \$5,000
Financing: SBA

- achieved revenue over 1M for the first time in 2021
- 60% DTC and 40% wholesale
- women owned and led company
- suppliers are domestic and overseas
- 165k of SDE in 2021, 2022 will be a similar year
- owner seeking a capital partner to help expand the marketing budget

For more information, visit Bizex.net to complete the Buyer Registration & NDA Contact: Steve Lukes at 310.871.2909 - slukes@bizex.net

Year	2021	2020	2019
Gross Sales	\$ 1,031,202	\$ 680,265	\$ 577,583
Gross Profit	\$	\$	\$
Disc. Earnings	\$ 166,946	\$ 73,816	\$ 81,169