



**Listing #2933**  
**Listing Agent: D. Henderson**

## **Established Winery in Destination Tourist Area**

### **Type of Business:**

This established winery is located in a busy tourist destination in Iowa that sees people from all over the country passing through the area enjoying the many attractions, and establishments that cater to them. The winery has produced award-winning wines for 15 years from the grapes grown in their own nearby vineyard as well as from other growers in the area. 55% of their business is retail sales at the winery or through shipping direct to customers in 38 states. 45% of their business is wholesale which is self distributed through their own delivery drivers to over 150 retail locations in Iowa and Wisconsin. The business is known for their quality wines, friendly service and fun atmosphere.

### **Market Opportunity:**

While the winery is already growing, a new owner could choose to expand even further by increasing wine distribution either through adding more delivery drivers or by using an existing distribution company. Production of wine could also be increased if more space was added to the facility for a bottling room. Other growth opportunities for the business include expanding hours of operation and renting out their space for outside events.

### **Reason for Selling:**

Retirement.

### **Financial Statistics:**

Outlined below is a snapshot of the revenue and net owner benefit.

|                | <u>5 Mos. 2022</u> | <u>2021</u>        | <u>2020</u>      | <u>2019</u>      |
|----------------|--------------------|--------------------|------------------|------------------|
| <b>Revenue</b> | <b>\$290,492</b>   | <b>\$1,074,320</b> | <b>\$914,080</b> | <b>\$875,607</b> |
| <b>N.O.B.</b>  | <b>\$120,204</b>   | <b>\$546,396</b>   | <b>\$413,870</b> | <b>\$374,847</b> |

\* Net Owner Benefit (N.O.B.) is the amount of cash generated by the business to be used at the discretion of the owner.

The Selling Price is **\$1,750,000** which includes all assets as shown on the asset list.

Real Estate offered through **Dennis Henderson**, Next Generation Realty. 2011 NW 100<sup>th</sup> St., Clive, IA 50325.

**Disclaimer: The information contained in this document is taken from sources provided by the seller and is not warranted or guaranteed by the Broker. Its content has been approved by the Seller and is subject to corrections and /or changes.**

**For more information on this outstanding acquisition opportunity, please contact:**

**Benchmark Business Group**  
**2409 Grand Avenue**  
**Des Moines, IA 50312**  
**Tel. (515) 288-6984 Fax. (515) 288-6987**  
[BenchmarkBusinessGroup.com](http://BenchmarkBusinessGroup.com)