

REFERENCE # GSM904

Opportunity: ACQUISITION  
vertically integrated CBD company

**Business:**

A vertically integrated family of CBD businesses that includes a Farm, network, Manufacturing, Distribution, franchising, dispensary, wholesale, and eCommerce businesses. The farm grows, Manufacturing makes their own branded products, Distribution sells online retail and wholesale to 3rd party accounts, their corporate dispensaries, and their franchises.

Company also owns 3 CBD retail stores. Being vertically integrated ensures that the quality standards are met through every step of the process, from seed to shelf. In an unregulated market, it is more important than ever to choose a brand that is transparent and trustworthy.

**Opportunities:**

The company is a vertically integrated family of companies, and this is important for two reasons. First, with no manufacturing middleman, they offer their customers a quality product at a reasonable price. Second, by prioritizing the product itself, they ensure that every customer enjoys a safe, natural, regulated CBD experience.



**KEY FEATURES:**

- A high-profile, mission-driven brand with national press.
- Client controls its supply chain with vertical integration, eliminating risk while increasing product quality and customer loyalty.
- Offers continuing education/training that includes buyers' guides, product descriptions, consumer data, video tutorials, technology insights, and more.
- Provides marketing expertise to navigate how to digitally market the business and the regulatory requirements therein.
- Backs their products by certificates of analysis (COAs) provided by a DEA-certified testing facility.
- A data backed, revenue growth strategy.

**Ownership:**

Ideal structure is complete sale but may be open to different deal structures. In the event of a full sale, current owner willing to remain active in an either a full capacity or consultant capacity to ensure continued success and seamless transfer into new ownership.

	2020	2021	2022	2023	2024
Total Income	\$4,579,167	\$7,439,422	\$10,229,991	\$13,842,319	\$18,627,033
Total COGS	\$2,413,675	\$3,991,419	\$5,513,615	\$7,488,534	\$10,109,366
Gross Profit	\$2,165,491	\$3,448,003	\$4,716,376	\$6,353,784	\$8,517,667
Total Expense	\$1,837,447	\$2,534,570	\$3,237,455	\$2,330,441	\$3,636,504
<b>NET INCOME</b>	<b>\$298,282</b>	<b>\$882,778</b>	<b>\$1,447,346</b>	<b>\$2,297,920</b>	<b>\$3,603,007</b>

**Gulfstream Mergers & Acquisitions**

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