



*Meghan's*  
BREAKFAST • LUNCH

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## Restaurant P&L; One Pager (Trailing 12 Months)

Restaurant Name:	Meghan's Restaurant
Location:	Glen Mills, PA
Concept:	Breakfast / Lunch
Years in Operation:	28 Years

### Annual Financial Summary (TTM)

Category	Amount (\$)	% of Revenue
Gross Revenue	600,000	100%
Cost of Goods Sold (COGS)	168,000	28.0%
Labor	180,000	30.0%
Rent / Occupancy	36,000	6.0%
Marketing	2,500	0.4%
Utilities	14,040	2.3%
Other Operating Expenses	75,000	12.5%
Total Expenses	475,540	79.3%
Net Operating Income	124,460	20.7%

### Owner Benefit (Seller's Discretionary Earnings)

Owner Salary Add-Back	78,000
Adjusted SDE	202,460

### Key Metrics

Average Monthly Revenue	49,900
Average Ticket	\$25
Food Cost %	28%
Labor Cost %	30%
Prime Cost % (Food + Labor)	58%

Seating Capacity	50
Liquor License	No

### Valuation Snapshot

Asking Price	650,000
SDE Multiple	3.21x

# Confidential Buyer Executive Summary

## Business Snapshot

Business Name	Meghan's Restaurant
Location	Glen Mills, PA
Concept	Breakfast / Lunch
Years Established	28 Years
Seating Capacity	50 Seats
Liquor License	No

## Financial Highlights (TTM)

Gross Revenue	\$600,000
Net Operating Income	\$124,460
Seller's Discretionary Earnings (SDE)	\$202,460
Prime Cost (Food + Labor)	58%
Asking Price	\$650,000
SDE Multiple	3.21x

## Investment Highlights

- Established 28-year operating history with loyal customer base
- Strong 58% prime cost demonstrating operational efficiency
- Consistent breakfast/lunch concept with predictable revenue model
- Solid 20% NOI margin relative to industry averages
- Immediate cash flow with \$202K+ Seller's Discretionary Earnings
- Growth opportunities through catering, extended hours, or alcohol licensing (if permitted)

## Growth & Upside Opportunities

Opportunities exist to increase revenue and valuation through menu expansion, operational hour adjustments, catering programs, digital marketing optimization, and potential addition of a liquor license (subject to local approval).

# Valuation Justification Sheet

## Business Overview

Business Name:	Meghan's Restaurant
Location:	Glen Mills, PA
Concept:	Breakfast / Lunch
Years in Operation:	28 Years

## Financial Summary (TTM)

Gross Revenue	\$600,000
Net Operating Income (NOI)	\$124,460
Owner Salary Add-Back	\$78,000
Seller's Discretionary Earnings (SDE)	\$202,460

## Market Multiple Analysis

Industry Typical Range (Breakfast/Lunch Concept)	2.2x – 3.0x SDE
Calculated SDE Multiple at Asking Price	3.21x
Implied Value at 2.5x SDE	\$506,150
Implied Value at 3.0x SDE	\$607,380

## Value Drivers Supporting Premium Pricing

- 28-year operating history with established customer base
- Strong 58% prime cost (Food + Labor) — operationally efficient
- 20% NOI margin — above many casual dining benchmarks
- Stable breakfast/lunch model with consistent revenue base
- Owner add-back increases true cash flow for buyer

## 1117 Smithbridge Rd · Parcel ID 13-00-00814-00

Restaurant Building · Delaware, PA Glen Mills, PA 19342 Owners: LAURIE A SKELLEY; DANIEL I WESOLOWSKI	2,136 SF Building Size	0.33 AC Acre Lot	14,244 SF SF Lot	1955/1980 Built / Renov	\$331.64K 2025 Assessment	Jun 2015 Last Sold	Nominal w/Financing Transaction Type
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### Parcel

Parcel ID	13-00-00814-00	Land Use	Restaurant Building	Latitude	39.855652
Municipality Name	Concord			Longitude	-75.540207
				Census Tract	410305

### Land

Acres	0.33 AC	Sewer	Septic
Land SF	14,244 SF	Water	Well
Legal Description	HSE 75 X 190		

### Owner

Recorded Owner	LAURIE A SKELLE...	Mailing Address	1722 Bethel Rd Garnet Valley, PA 19...
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### Last Sale

#### Transaction

Sale Date	6/18/2015	Transaction Type	Nominal w/Financ...	Document #	2015.33449
Recordation Date	7/1/2015	Deed Type	Interfamily Deed T...	Doc Book/Page	005663000764
Sale Type	Non-Arms Length...				

#### Contact Details

Buyer	Undisclosed	Seller	JENNINGS LAURIE	Title Company	None Available
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### Last Loan

#### Loan Details

Origination Date	6/18/2015	Loan Type	Commercial	Transaction Type	Nominal w/Financing
Loan Amount	\$278,753			Document #	2015.33450
Loan Term	360 months			Doc Book/Page	005663000768

#### Contact Details

Borrower	LAURIE A SKELLE...	Originator	Wilmington Savin...	Title Company	None Available
Borrower Address	1722 Bethel Rd Garnet Valley, PA ...				

### Sale/Loan History

Sale Date	6/18/2015	Price • Loan	Undisclosed • \$2...	Transaction	Nominal w/Financing
Buyers	LAURIE A SKELLEY;...	Seller	JENNINGS LAURIE	Originator	Wilmington Savings Fu...
Loan Date	11/1/2012	Loan Amount	\$400K	Transaction	Standalone Mortgag...
Originator	Susquehanna Bank	Borrowers	DANIEL WESOLOW...		
Loan Date	11/1/2012	Loan Amount	\$287K	Transaction	Standalone Mortgag...
Originator	Susquehanna Bank	Borrowers	DANIEL WESOLOW...		
Sale Date	3/10/2004	Price • Loan	Undisclosed • \$6...	Transaction	Nominal w/Financing
Buyers	DANIEL WESOLOW...	Seller	WESOLOWSKI EDW...	Originator	Apex Mortgage Corp