

GFA Guidance/Recommendations-2018-2021

- Oversaw sale of a West Coast specialty frozen food distributor. Developed presentation for sale of the business, and solicited interest from local, regional and national companies.
- Determined enterprise value with adjustments for owner addbacks and other adjustments.
- Interacted directly with both seller and buyer on price discovery, terms, payouts, carve outs indemnification, non competes and key employee retention terms .
- Devised a plan to substantially mitigate taxes for seller including change of tax domicile, receipt of various retention payments through entities, and secured deferral payments.
- Worked with buyer on identifying synergies, cost savings and tactical enhancements to be gained with the acquisition.
- Created a comprehensive financial blueprint which outlined how the seller would be able to sustain their lifestyle post sale.
- Worked with the attorneys and accountants for buyers and sellers including the drafting of the asset purchase agreement (APA), indemnifications, non compete and allocation of goodwill.
- Continue to advise seller on a variety of issues including tax and cash flow, risk management, tax domicile, new residence acquisition, etc.

Impact

- By driving process, saved buyer and seller time and legal fees-estimate \$25k
- Saved client over \$250k in immediate taxes plus taxation on growth over next 10-20 years.
- Saved \$1k pa, preferred carrier, placed umbrella of \$10mm

New Client: President

Specialty Frozen Food Distribution Company bought by an existing client