

# Business For Sale

## Galloping Gourmet Catering Company Errington, BC

### Busy and profitable mobile catering business serving the Oceanside area, Vancouver Island

- Price includes business, fully equipped mobile kitchen, equipment, serving supplies and website
- Established reputation and significant and varied client base
- Turn-key operation, seller willing to train/transition owner
- Reasonable and growing income, with potential for significant growth
- Reliable staff relationships, flexible hours for owner-operator
- Business offers flexibility, owner can choose hours and commitment level and maintain an income stream to suit their own needs
- Excellent opportunities for new owners to increase income include:
  - ⇒ growing non-wedding business
  - ⇒ Christmas party bookings
  - ⇒ food truck work
  - ⇒ working year-round instead of taking time off seasonally as current owners do
- Business can be operated from a home office, and could be located anywhere in mid-Island area
- Financial and asset information available and up to date



**Business and Mobile Kitchen offered for sale at \$125,000**

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### SUMMARY

Galloping Gourmet Catering Company is a mobile catering business located in Errington, BC on Vancouver Island. The company has been successfully serving customers throughout the mid-island region for the past 10 years. Weddings, conferences, public and private sector businesses as well as in-home catering are the mainstays of the business. Customer locations include Parksville, Qualicum, Port Alberni, Duncan and Courtenay, as well as the West Coast of Vancouver Island.

Catering events are often booked well in advance, up to a year or more ahead of time. The mobile kitchen can handle events up to 175 people, although the business has catered up to 300 attendees at a time. Most occasions run between 50 and 130 people. Competition for mobile catering is limited in the area, and the reputation of the company has grown to the point where the owners routinely turn down work in order not to be busier than they want to be. Staff are utilized on a contract per event basis, and the company has good relationships with reliable workers who make themselves available for events as required.

The business is ideal for an owner operator who values flexibility and is looking for a great opportunity. It is a turn-key operation, providing great flexibility and opportunities with a good income level. There are many opportunities to expand and grow the business, and the current owner is prepared to provide training and transition assistance to the new owner. The business is offered for sale at \$125,000.

### OPERATIONS

The business operates out of a mobile kitchen, going on-site to service customer events, parties, weddings etc. The current ownership team has run the business for 10 years and has established popular menus, effective processes and excellent relationships with good staff. A website is in place, and many of the customers are repeat and referral clients. Business is increasing, current owners regularly turn down events which new ownership could choose to accept and either work more hours or hire more staff to increase capacity and income. Competition in the area is limited, with demand outstripping the ability to service customers.

The business location is very flexible, not only could a new owner work from a home office if they chose, they could also choose to locate the business anywhere in the mid-island region and still maintain the customer base.

The mobile kitchen provides freedom from lease costs and commitments and allows owners to manage work time to suit their own lives.



## EQUIPMENT AND STAFF

The fully-equipped, custom mobile kitchen is key to the success of the business. Flexibility to provide tasty hot meals at any site is a significant factor when customers choose who to use for their catering needs. The kitchen is included in the sale, along with all cooking gear, and serving supplies. In addition, a 2 door cooler, 2 chest freezers and a 6 burner oven are also included in the sale, to outfit a home based support center.

The business has access to and relationships with many reliable and trained staff. In addition to a sous chef contractor the business may use up to 15 contract serving staff.



## GROWTH OPPORTUNITIES

The business has an excellent track record for providing quality meal experience and excellent service with a repeat customer base. The sales and income trend is positive. Current owners has chosen for personal reasons to limit the time spent in the business and the number of events catered. Many opportunities for growth exist and new owners could significantly increase income by choosing to pursue one or more of the following:

- Christmas events, which current owners avoid to take the season off
- Participate in events or regular use as a food truck
- Expanding non-wedding business

Current owner is willing to assist a new owner in transitioning business, as well as training in all practices and processes.



## ABOUT THE MID-ISLAND REGION, VANCOUVER ISLAND, BRITISH COLUMBIA



Comprised of 12 friendly and small communities, the Oceanside area stretches along the sheltered Strait of Georgia along Vancouver Island's eastern shore from Nanoose Bay in the south to Deep Bay in the north. Inland lies Horne Lake, the historic town of Coombs and Mount Arrowsmith Biosphere Reserve, a precious, UNESCO-designated ecosystem covering 800 square kilometres of untouched nature. And off-shore are Lasqueti, Sisters and Chrome Islands, a trio of funky, unpaved, off-the-grid getaways.

Most residents are based in the lively towns of Parksville and Qualicum Beach, both of which provide all the perks, conveniences and services of city living in crowd-free beach-front settings. The two centers are linked by a short drive on "the Oceanside route" along Highway 19A with the harbour community of French Creek in the middle. In fact, the entire Oceanside region can be crisscrossed quickly and easily as one moves from ocean to mountain, urban to rural.

While the Oceanside area is the current primary service area, many clients and events served are outside of the area. Port Alberni, Nanaimo and Courtenay/Comox are all within 45 minute drive and clients in those areas are regularly accessed. The business has also taken on events further afield in Duncan and on the West Coast of the Island, which would be an hour to 2 hour drive. Victoria is also within a 2 hour drive.

## COMPANY AND CONTACT DATA

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