

# Val's Workshop

Coffee, Pastry, and Barbershop

200 S. San Francisco St., Flagstaff | Arizona



## Offering Memorandum

Business asking price:  
\$375,000

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# Confidentiality and Disclaimer

This Offering Memorandum contains select information pertaining to the business, affairs and assets of the company known as Val's Workshop, Inc., located at 200 S. San Francisco Street, Flagstaff, Arizona (hereinafter the "Company").

This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Company. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Kelly and Call Commercial. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by Kelly and Call Commercial from sources it deems reliable.

Neither Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections, form their own conclusions, and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum, you agree you will hold the contents confidential and will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Kelly and Call Commercial expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Company and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Company unless and until a written agreement for the purchase and sale of the Company has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of this Company or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Company including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Company, or information provided herein or in connection with the sale of the Company shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Kelly and Call Commercial or any of their affiliates or any of their respective officers, Directors, owners, shareholders, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Company.

This Offering Memorandum is deemed to represent the state of affairs of the Company currently, but does not represent or constitute an indication that there has been no change in the state of affairs of the Company since this Offering Memorandum was prepared.





## Val's Workshop, Flagstaff | Arizona

Val's Workshop is a unique concept combining a coffee shop/gathering place with a 4-station barbershop in the back corner of the space. This is in a high vehicle and walking traffic location just a few blocks north of Northern Arizona University, providing a strong customer base from the local traffic and proximity to the college as well as the already established clients of the barbershop.

The atmosphere and vibe of Val's Workshop is welcoming with modern and fashionable furniture and fixtures, creating a comfortable space to gather and relax with friends. The coffee shop is a simple concept for an easy transition and training for you and your employees.

Typically, this location has averaged \$25,000+ per month in sales. The buyers could continue to operate the barbershop space or convert it to additional seating or additional food prep/storage space. An open floor plan is spacious enough to offer inside seating capacity of 60 with additional seating in a newly added side and back deck.

The monthly lease is reasonable and has a lot of life left on it. This is a money location with lots of growth potential and a dream opportunity to own your own coffee and pastry shop in a high traffic area near the University. We invite you to stop on by to taste the coffee and get a quick trim!

**Support and training:** Seller is willing to give buyer needed training and guidance on the barbershop space.

**Reason for selling:** Current owner is ready to retire and looking to travel

**Commercial kitchen resources:** There is no type 1 hood and food prep has historically been coordinated with other restaurants in close proximity.

## *Business Summary*





## Val's Workshop Lease Analysis

**Square feet:** 2,135 (43%) rented out of 5,000  
SF total base + CAM's + TPT

**Base rent:**

\$4,270 for first 24 months  
\$4,537 for years three and four  
\$4,670 for year five

**Security deposit:** \$4,270

**Historical monthly rent totals:**

2022: \$4,390  
2023: \$4,473  
2024 YTD: \$4,548

**Start date:**

12/1/20 with a 60 month term expiring  
11/30/2025 with one option to renew for 60  
months

**Tenant improvements:** Total for completed  
build-to-suit space \$196,371.43

Current tenant is paying \$1,310.74/mo in TI  
payment to Landlord. Balance will be paid off  
with sale proceeds

Tenant pays their own utilities

Landlord is responsible for repairs to common  
areas, roof, foundation, exterior walls, elevator,  
windows, AC, parking lot and sidewalk snow  
removal, landscaping and pest control

Assets of the Business	
TI Expense	\$196,371
FF&E	\$46,873
Inventory Average	\$9,000
Total	\$252,244

## Lease Analysis





## Flagstaff, Arizona

Flagstaff, nestled in the highlands of Arizona, is surrounded by the world's most extensive ponderosa pine forest. It's renowned as an all season tourist haven, offering a wealth of outdoor activities like camping, hiking, and biking amidst stunning fall foliage and winter wonderlands ideal for snow play and skiing. In the balmy summer, Flagstaff comes alive with outdoor festivals from June to October, featuring the Museum of Northern Arizona Heritage Festivals, which celebrate Native American and Latin cultures.

The community is also a college town focused on quality education, research and professional development with almost 30,000 students attending Northern Arizona University and 10,000 students attending Coconino Community College.

This is a unique opportunity to reside and work in the beautiful city of Flagstaff; a destination that draws visitors from across the state, nation, and globe to experience its iconic attractions. Flagstaff serves as the central gateway to Northern Arizona and the Grand Canyon National Park. The city's four distinct seasons, convenient location, and exceptional quality of life allure a diverse population of four million annual visitors and a substantial second homeowner contingent.

This thriving community mirrors a resort environment, encompassing local families, vacation rentals, the broader Northern Arizona regional market, and second homes from various backgrounds, providing a strong customer base for commercial enterprises.

## *Market Overview*





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