

Baseworth Package (CIM) — Mesa Lumbre Taqueria LLC

Industry: Mexican restaurant / taqueria | **Location:** Sacramento, CA | **Years in business:** 9

Business Summary

Mesa Lumbre Taqueria LLC is a Mexican restaurant in Sacramento, California, with nine years of operating history and food and beverage sales. The sole owner works in the restaurant full time and takes no salary.

Financial Highlights

- Total income grew from \$748,000 in FY2023 to \$838,000 in FY2025.
- Gross profit reached \$554,200 in FY2025, after \$283,800 in cost of goods sold.
- Net income rose from \$43,010 in FY2024 to \$69,950 in FY2025.
- FY2023 includes a one-time \$45,000 Employee Retention Credit, which will not recur.

Year by year, as reported:

- FY2023: revenue \$748,000 · net income \$41,580
 - FY2024: revenue \$796,000 · net income \$43,010
 - FY2025: revenue \$838,000 · net income \$69,950
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Add-Backs & Owner Benefits

- Owner compensation: \$0. The owner takes no salary, so none is added back.
 - Interest on the SBA loan (\$3,000) and depreciation (\$21,000) are added back as financing and non-cash costs.
 - Auto Expense: \$9,600 personal use, stated by the owner
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Growth Opportunities

Marketing spend was \$7,000 in FY2025, so a new owner could explore a larger local advertising push. Catering and online ordering are other options a buyer might evaluate.

SDE Calculation

- Net income (as reported): \$69,950 — from "Net Income 69,950.00"
- Owner salary / compensation: \$0
- Auto Expense — personal use (stated by the owner): \$9,600 — stated by the owner, within the \$9,600 on "Auto Expense 9,600.00"

- Non-recurring / one-time expenses: \$0
- Interest expense: \$3,000 — from "Interest - SBA Loan 3,000.00"
- Depreciation & amortization: \$21,000 — from "Depreciation 21,000.00"
- **Total SDE: \$103,550**

Amounts marked "stated by the owner" come from the owner's answers, not the uploaded documents. Each is limited to the expense line it belongs to, so it reclassifies money the books already show rather than adding any.

Not reflected in the figure above — adjustments a buyer is likely to weigh:

- Owner's labor: The owner works in the restaurant full time and takes no salary, so a buyer who hires a manager for that role will deduct the manager's pay from the SDE above.
- Rent: Rent rose from \$72,000 in FY2024 to \$75,600 in FY2025; a buyer will ask for the lease term and any scheduled increases.
- Equipment replacement: the \$21,000 of depreciation is added back because it is not a cash cost, but equipment still wears out. A buyer may set aside part of these earnings to replace it.

Asking Price Range

\$155,325 - \$310,650 (1.5-3x SDE (Hospitality / Food & Beverage))

For a buyer who will run the business themselves. SDE includes the owner's own pay, so a buyer who hires a manager instead would pay less: about the manager's yearly salary times the multiple.

Where in the range:

- Revenue rose every year, 2023 to 2025: supports the upper half.
- The buyer adjustments above (owner's labor, rent) point toward the lower half.

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