

**MAKE YOUR
OWN HOURS.
BE YOUR
OWN BOSS.**

**OWN CJ'S
SEAFOODS.**

HERE'S HOW →



CJ's
SEA FOODS



AN IDEAL BUSINESS OPPORTUNITY FOR ANYONE SEEKING JOB SECURITY

The owner of local favorite **CJ's Seafoods** take-out fish fry is retiring. So this creates a unique opportunity to own your own business. Be your own boss, make your own hours and have the personal gratification of being in control of your own future.

The fish fry take-out business can be very rewarding—making thousands of people happy with an exceptional product, and seeing them return to your store for years and even decades.

The retiring owner would very much like to see a smooth transition and seamless continuance of “business as usual” for CJ's customers.

In continuous operation for over 55 years in the same location

Voted 1 of “7 essential places to eat fried fish and more” in CNY

Turnkey operation— for both retail store and a robust online presence

THERE'S FAR FEWER HOURS OPERATING A FISH FRY THAN A SIMILAR BUSINESS

CJ's Seafoods is open only on Fridays for retail business. During the remainder of the week, there is prep work for about 4 of the other days, averaging about **4–5 hours each day**. On Thursdays and Fridays, you'll have part-time staff helping but, on average, the owner's participation is about 40 hours a week.

RESTAURANT

1 hr prep
8 hrs open to public
1 hr clean up

10 hrs daily x 7 days/wk =

70
hrs / week

CONVENIENCE STORE

8 hrs open to public

8 hrs daily x 7 days/wk =

56
hrs / week

You'd have to be in store every day of the week.

FISH FRY

That's far fewer hours, and most of them are *flexible*.

See schedule of weekly tasks detailed on next page

(Flexible) hrs daily x 6 days/wk =

40
hrs / week

Break down those 40 hours →

HOURS AND TASKS BY WEEKDAY

MON.	<ul style="list-style-type: none"> Pick-up supplies at local warehouse store Pick-up fresh produce at Regional Market 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Move these hours to Tuesday and have MON OFF!</div>	3 hrs	Flexible	
TUE.	<ul style="list-style-type: none"> Prep work and cleaning Boil and peel potatoes Cut up cabbage Wash & cut celery Peel & cut carrots Fill fryers with oil Put labels on salad lids & stamp them Misc. cleaning 	<ul style="list-style-type: none"> Straighten up Wash dishes Order supplies delivery from local Supplier #1 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Double-up on TUE or WED and take one of them OFF!</div>	4 hrs	Flexible
WED.	<ul style="list-style-type: none"> Boil macaroni Grind cabbage Grind carrots and celery Cut up potatoes Sweep & mop floors Wash dishes Order fish from Boston supplier Receive delivery from Supplier #1 	<ul style="list-style-type: none"> Order supplies from local Suppliers #2 and #3 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Double-up on TUE or WED and take one of them OFF!</div>	4 hrs	Flexible
THU.	<ul style="list-style-type: none"> Open store at 8:00 a.m. to receive fish delivery Put all mats down Gather all salad ingredients Mix salads for packaging Receive the fish when it arrives and bring it all inside Go through all fish for bones and to size it: small, medium and large Receive deliveries from Suppliers #2 and #3 Put away supplies Shine fryer hood and fronts of fryers Set up kitchen for a.m. 	<ul style="list-style-type: none"> Put heat tanks on counter for filling in the a.m. (Wholesale put-up) Mop kitchen floor Put trash in dumpster Order rolls at bakery Do sales slips for wholesale orders 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Only THU and FRI hours are non-flexible; you'll have staff both days.</div>	4 hrs	8:00 a.m. onward
FRI.	<ul style="list-style-type: none"> Open store at 8:00 a.m. A.M.: Wholesale put-up (~2 hrs) and delivery (~1.25 hrs) Bread fish fillets Work on counter (as needed) Work on register (as needed) Put-up portions of products (as needed) Manage staff 		<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Only THU and FRI hours are non-flexible; you'll have staff both days.</div>	12 hrs	8:00 a.m. thru 8:00 p.m.
SAT.	<ul style="list-style-type: none"> Filter oil from each fryer Clean all fryers Straighten kitchen Sweep floors 		<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Move these hours to MON and take the weekend OFF!</div>	3 hrs	Flexible
SUN.	—			—	—

EVERY WEEK	<ul style="list-style-type: none"> Bookwork, misc. maintenance and cleaning, e.g. wash coolers, wash refrigerator, clean under counters, fix toilet, clean restroom, etc. 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Hire this out; save the time</div>	6 hrs	Flexible
EVERY MONTH	<ul style="list-style-type: none"> Drive to Watertown and return with supplies (if using Sam's Club as supplier) 	<div style="border: 1px solid black; background-color: #0070C0; color: white; padding: 5px; display: inline-block;">Source a supplier to deliver your items and save these hours!</div>	3 hrs	Flexible

HOW YOU CAN BE THE NEW OWNER OF CJ'S SEAFOODS

A potential buyer must secure his/her own financing for either CJ's Seafoods alone or for both the business *and* building. The present owner is unable to hold a mortgage on any or all parts of the sale.

The business is being offered at **\$75,000.**

- This includes all equipment, recipes and good will.
- Inventory will be taken the day before closing on the business, and will be the responsibility of the buyer (estimated at about **\$2,000±**).
- The buyer will also be responsible for any updates required by the Onondaga County Health Dept. (estimated at about **\$10,000±**).

75k
2k
10k

A potential buyer should be careful to take into account all of the costs outlined above before continuing to consider becoming the new owner of CJ's Seafoods.



THE BUILDING IS FOR SALE AS WELL

The building at 2012-2018 Teall Avenue (6,701± sq. ft.) is also for sale to the new buyer at the same time as the purchase of the business for **\$175,000**. The building is a 4-unit structure; the 3 largest units have been continuously rented for the past 20 years.

Note: Purchase of the building is *not* required for the purchase of the business. However, the purchase of the business *is required* to receive the price listed in this brochure for the building.

YOU'LL GET THE CURRENT OWNER'S EXPERTISE FOR ONE MONTH—FREE!

The retiring owner, at his availability, will train the new owner of CJ's Seafoods in all aspects of the business, for 30 days after the closing of the sale. That's a full month of invaluable insight, tips and answers to all your questions.



THE STORE'S ONLINE PRESENCE IS INCLUDED

Upon closing of the sale of the business, the new owner receives all user names and passwords for CJ's online assets. This means you'll have a functioning website on day one as well as a Facebook page with hundreds of followers you can post to immediately. You'll also get all customer and business email accounts, plus claimed business pages for Google, Yelp, TripAdvisor and others.



Take a look at cjsseafoods.com and facebook.com/cjsseafoods



A WORD FROM CJ'S OWNER

"There has to come a time in every business owner's life when it's time to retire. When you know the business needs someone who can step up to the physical requirements of the job. As the original owner Carmen said to me—'it's time to pass the torch.' That was 37 years ago, and it's now time for me to pass the torch as well."

TO PURSUE THIS OPPORTUNITY FURTHER

Please contact Bridgeway Realty and ask for Associate Broker Tom Lischak at **315-254-2027** for more details about the sale of CJ's Seafoods. Tom and the current owner will be glad to meet interested persons for a more in-depth discussion.

Only serious inquiries please, and proof of financing in-hand at time of further discussion would be greatly appreciated.

BRIDGEWAY
COMMERCIAL REALTY, LLC®

315-254-2027