

PROJECT CARNIVORE

Premier Supplier of Special-Cut Meats to Central Florida's Hospitality & Tourism Industry

Overview: Our Client is a USDA-certified specialty meat processing and distribution company serving premier hospitality and foodservice clients across Central Florida. Founded by industry veterans with over 35 years of family experience, the Company supplies high-quality, custom-cut meat products to hotels, theme parks, convention centers, country clubs, and white-tablecloth restaurants throughout the region. Headquartered in Orlando, the Company operates in one of the most dynamic hospitality and tourism markets in the United States, serving a diverse customer base from Jacksonville to Tampa, south to Sarasota. It supports high-volume hospitality venues with consistent product quality, tailored specifications, and reliable, just-in-time daily delivery, ensuring peak freshness and operational efficiency.

Expertise: The Company combines decades of industry experience with vertically integrated capabilities, including USDA-certified processing, precision meat cutting, packaging, and regional distribution. This integrated model enables our Client to deliver customized products tailored to the exacting standards of professional chefs while maximizing product freshness and shelf life. Building on nearly four decades of family industry experience, the Company has established a reputation for exceptional product quality, dependable service, and long-standing relationships with many of the region's most respected hospitality establishments.

Market Position: The Company operates within a large and resilient meat distribution market, with Florida's meat processing industry exceeding \$1.5B annually, supported by strong population growth, sustained immigration, and one of the most active hospitality sectors in the United States. Demand is increasingly shifting toward premium, value-added protein products, driven by hotels, resorts, and fine-dining establishments seeking to elevate guest experiences. The Company's proximity to high-volume hospitality clients, combined with its ability to deliver custom, chef-specific cuts daily, positions it as a differentiated provider in a market where reliability, freshness, and tailored service are critical. This localized, high-touch service model creates strong customer retention and recurring demand across a dense and growing client base.

Opportunity: Our Client is strategically positioned within Central Florida's thriving hospitality and tourism economy. With its strong regional reputation, vertically integrated processing capabilities, and established relationships with high-end hospitality clients, the Company is well-positioned to expand its presence across the broader Florida market. The Company's differentiated combination of premium product offerings, customization capabilities, and reliable distribution infrastructure provides a scalable platform to capture increasing demand for high-quality foodservice solutions.

Key Highlights

- Established specialty meat processing and distribution platform
- Strategic location in a high-growth tourism market with proximity to key hospitality clients
- 35+ years of family ownership and industry expertise
- Custom-cut, chef-driven service model
- Daily, just-in-time delivery model supports high-volume clients
- TTM Revenue: \$21.7M
- TTM EBITDA: \$1.5M
- 2026 Revenue Forecast: \$25M
- 2026 EBITDA Forecast: \$2M