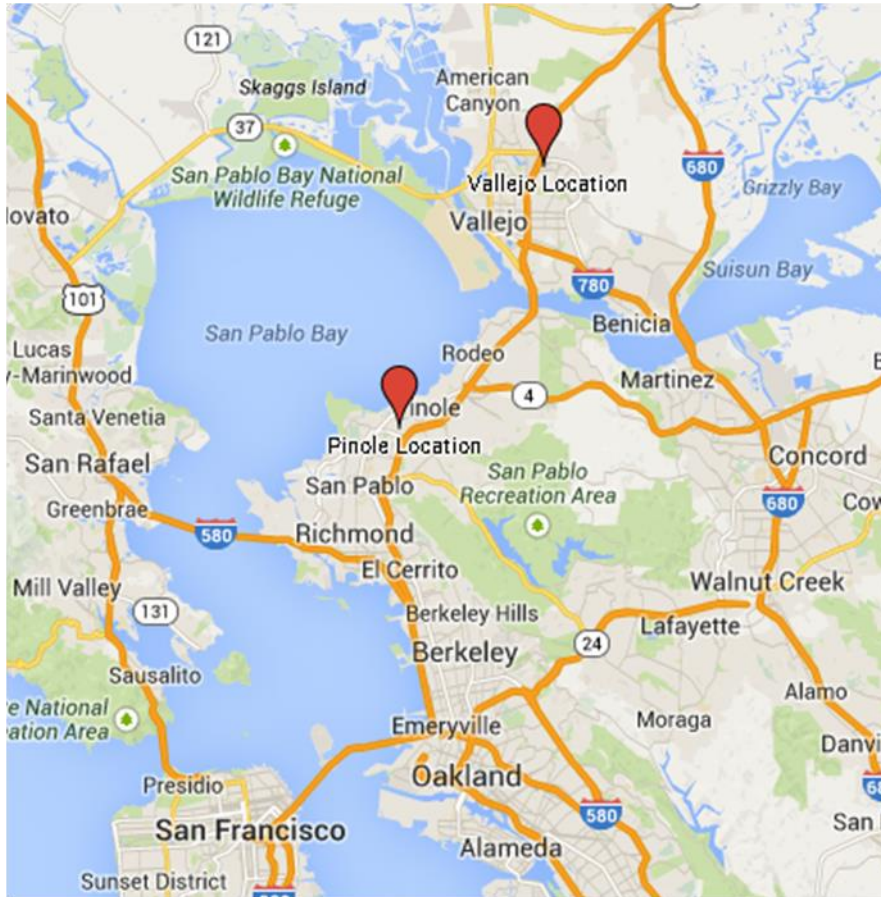




**Cold Stone Creamery**  
**2 Units in San Francisco Bay Area**  
**List Price: \$550,000**



Store	T12 Sales thru 11/30/2014	Managed Cash Flow
Vallejo	\$417,078	\$83,073
Pinole	\$432,255	\$88,146
<b>TOTAL</b>	<b>\$849,333</b>	<b>\$171,219</b>



**EXECUTIVE SUMMARY p1 (Confidential)**

**Cold Stone Creamery #20406**

173 Plaza Dr. #1007  
Vallejo, CA 94591

**Overview**

Purchase Price:	\$550,000 for both stores
* Total Annual Sales:	\$417,078
** Managed Cash Flow:	\$83,073

\* T12 Ending 11/30/2014

\*\* Adjustments made to expenses for proforma purposes, not intended to replace review of actual books and records. Ask your agent for summary of adjustments.

**Franchisor Info and Minimum Qualifications**

Cold Stone Creamery's "super premium" ice cream is made fresh every day in every store. Each ice cream "creation" is blended on a frozen granite stone with endless combinations of toppings. Cold Stone Creamery was founded in 1988 and began franchising in 1994. There are nearly 1,000 stores operating in the US and over 400 stores worldwide.

Franchisor requires a minimum of \$250K net worth with at least \$100K in liquid assets. For a multi-store purchase Buyer should have restaurant or retail experience, live within 10 miles of the stores, and be willing to work F/T in the stores.

**Key Considerations**

Great location in shopping center with movie theater, Toys R Us, Bed Bath & Beyond, and many other shops and restaurants.

**Confidentiality Statement**

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**EXECUTIVE SUMMARY p2 (Confidential)**

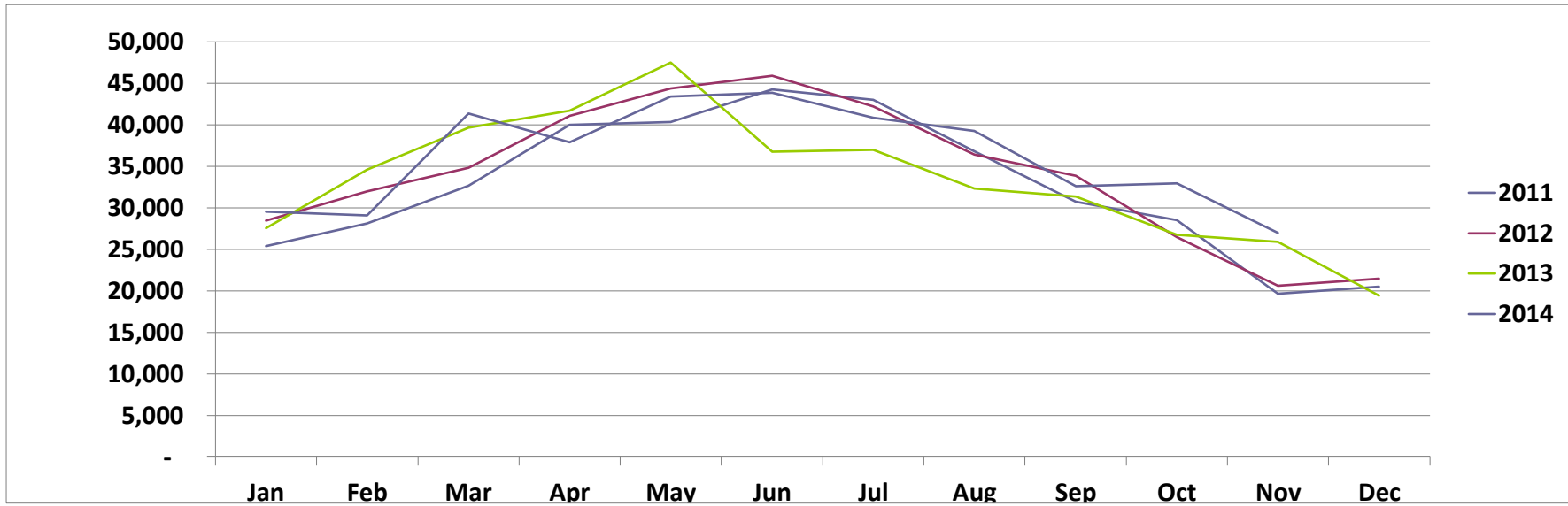
<b>Cold Stone Creamery #20406</b>			
173 Plaza Dr. #1007 Vallejo, CA 94591			
<b>Franchise Information</b>			
FA Expiration:	10 years from purchase	Transfer Fee:	\$10,000
Royalty:	6.0%	Training Period:	4 weeks
Advertising:	3.0%	Training Location:	in AZ and in local store
Remodel Requirements:	None at this time.		
<b>Controllables</b>			
Cost of Goods:	26.00%	Utilities:	\$21,500
Crew Labor:	11.50%	Non-Ingredient:	0.50%
Repairs & Maintenance:	1.50%		
<i>Controllables are estimates based upon brand norms at this sales volume in this geographic region.</i>			
<b>Lease</b>			
Monthly Base Rent:	\$3,180	Increases:	FMV in 8/2017
Percentage Rent:	N/A	Options:	1x5 year option
Expiration:	8/31/2017	Monthly Property Tax:	Inc. in rent
CAM:	\$529	Security Deposit:	\$3,200
		Details:	Located in outparcel adjacent to movie theater.
Real Property Available:	No		
<b>Location Details</b>			
Business Established:		Building Type:	Inline
Owner Since:	2012	Building Size:	
Licenses Needed:	Business, Health	Seating:	20
Employees:	1 F/T, 10 P/T	Inventory:	\$5,000
Hours of Operation:	12 noon to 10pm daily		

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**SALES TREND GRAPH**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2011</b>	\$25,387	\$28,101	\$32,655	\$40,002	\$40,350	\$44,245	\$43,012	\$36,801	\$30,735	\$28,485	\$19,646	\$20,476	\$389,893
<b>2012</b>	\$28,469	\$31,988	\$34,796	\$41,067	\$44,338	\$45,925	\$42,206	\$36,385	\$33,863	\$26,448	\$20,639	\$21,462	\$407,586
<b>\$ +/-</b>	\$3,082	\$3,887	\$2,142	\$1,065	\$3,988	\$1,680	(\$806)	(\$416)	\$3,129	(\$2,037)	\$992	\$986	\$17,693
<b>% +/-</b>	12%	14%	7%	3%	10%	4%	-2%	-1%	10%	-7%	5%	5%	5%
<b>2012</b>	\$28,469	\$31,988	\$34,796	\$41,067	\$44,338	\$45,925	\$42,206	\$36,385	\$33,863	\$26,448	\$20,639	\$21,462	\$407,586
<b>2013</b>	\$27,534	\$34,599	\$39,665	\$41,669	\$47,481	\$36,775	\$36,991	\$32,296	\$31,369	\$26,757	\$25,906	\$19,424	\$400,465
<b>\$ +/-</b>	(\$935)	\$2,611	\$4,868	\$602	\$3,143	(\$9,150)	(\$5,215)	(\$4,089)	(\$2,494)	\$309	\$5,267	(\$2,037)	(\$7,121)
<b>% +/-</b>	-3%	8%	14%	1%	7%	-20%	-12%	-11%	-7%	1%	26%	-9%	-2%
<b>2013</b>	\$27,534	\$34,599	\$39,665	\$41,669	\$47,481	\$36,775	\$36,991	\$32,296	\$31,369	\$26,757	\$25,906	\$19,424	\$400,465
<b>2014</b>	\$29,508	\$29,106	\$41,359	\$37,879	\$43,385	\$43,834	\$40,816	\$39,246	\$32,619	\$32,915	\$26,988	\$0	\$397,654
<b>\$ +/-</b>	\$1,974	(\$5,493)	\$1,694	(\$3,789)	(\$4,096)	\$7,059	\$3,825	\$6,949	\$1,250	\$6,157	\$1,082		\$16,613
<b>% +/-</b>	7%	-16%	4%	-9%	-9%	19%	10%	22%	4%	23%	4%		4%





**Cold Stone Creamery #20406  
PROFORMA**

	T12 Ending 11/30/2014	
SALES	\$ 417,078	
COGS:	\$ 108,440	26.0%
Crew Labor:	\$ 47,964	11.5%
GM:	\$ 32,029	7.7%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 3,000	3.8%
Payroll Taxes:	\$ 10,399	13.0%
R&M:	\$ 6,256	1.5%
Non-Ingredient:	\$ 2,085	0.5%
Utilities:	\$ 22,954	5.5%
Rent:	\$ 38,160	9.1%
CAM:	\$ 6,346	1.5%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 1,000	0.2%
Local Advertising:	\$ 4,171	1.0%
Nat'l Advertising:	\$ 12,512	3.0%
Royalty:	\$ 25,025	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,500	0.6%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,547	1.3%
Professional Services:	\$ 2,500	0.6%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 600	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 600	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,200	0.3%
Cash Over/Short:	\$ 417	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 334,005	80.1%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 83,073	19.9%

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## EXECUTIVE SUMMARY p1 (Confidential)

### Cold Stone Creamery #20385

1473 Fitzgerald Dr. #103

Pinole, CA 94564

#### Overview

Purchase Price:	\$550,000 for both stores
* Total Annual Sales:	\$432,255
** Managed Cash Flow:	\$88,146

\* T12 Ending 11/30/2014

\*\* Adjustments made to expenses for proforma purposes, not intended to replace review of actual books and records. Ask your agent for summary of adjustments.

#### Franchisor Info and Minimum Qualifications

Cold Stone Creamery's "super premium" ice cream is made fresh every day in every store. Each ice cream "creation" is blended on a frozen granite stone with endless combinations of toppings. Cold Stone Creamery was founded in 1988 and began franchising in 1994. There are nearly 1,000 stores operating in the US and over 400 stores worldwide.

Franchisor requires a minimum of \$250K net worth with at least \$100K in liquid assets. For a multi-store purchase Buyer should have restaurant or retail experience, live within 10 miles of the stores, and be willing to work F/T in the stores.

#### Key Considerations

Located in busy shopping center visible from freeway.

#### Confidentiality Statement

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**EXECUTIVE SUMMARY p2 (Confidential)**

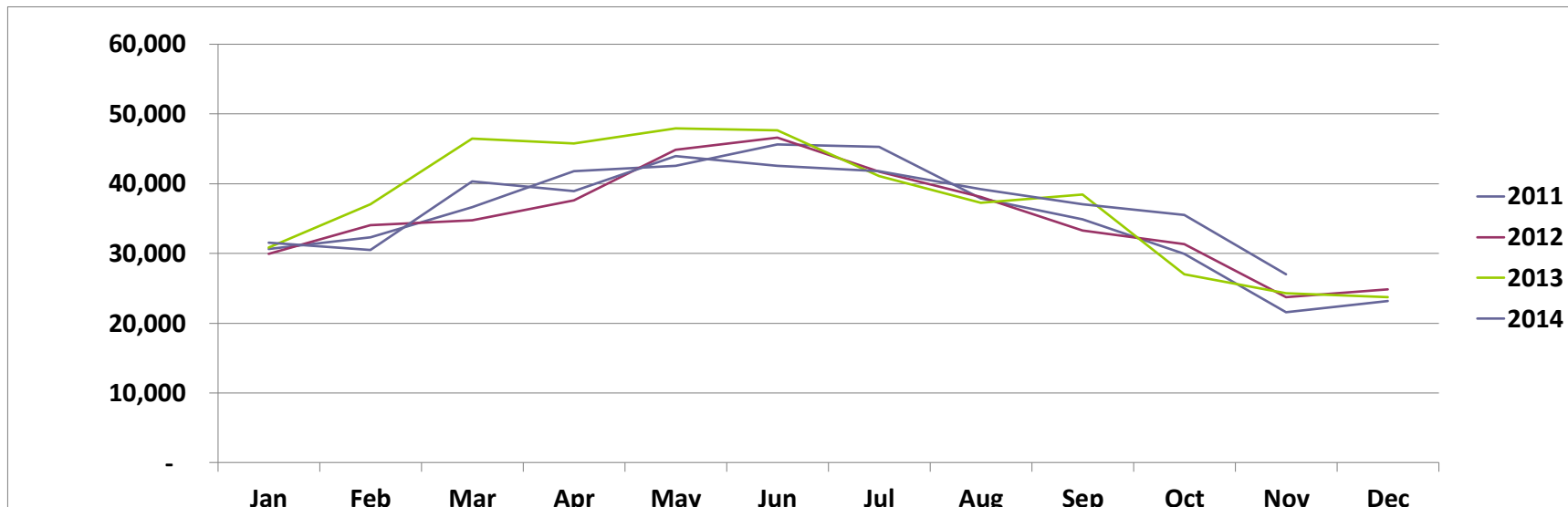
<b>Cold Stone Creamery #20385</b>			
1473 Fitzgerald Dr. #103			
Pinole, CA 94564			
<b>Franchise Information</b>			
FA Expiration:	10 years from purchase	Transfer Fee:	\$21,000
Royalty:	6.0%	Training Period:	4 weeks
Advertising:	3.0%	Training Location:	AZ and in local store
Remodel Requirements:	None at this time		
<b>Controllables</b>			
Cost of Goods:	25.80%	Utilities:	\$29,000
Crew Labor:	10.00%	Non-Ingredient:	0.70%
Repairs & Maintenance:	1.20%		
<i>Controllables are estimates based upon brand norms at this sales volume in this geographic region.</i>			
<b>Lease</b>			
Monthly Base Rent:	\$3,586	Increases:	0
Percentage Rent:	N/A	Options:	2x5 year options
Expiration:	7/9/1905	Monthly Property Tax:	Inc. in rent
CAM:	\$1,317	Security Deposit:	\$3,368
		Details:	Busy shopping center
Real Property Available:	No		
<b>Location Details</b>			
Business Established:		Building Type:	Inline
Owner Since:	2012	Building Size:	1225 SF
Licenses Needed:	Business, Health	Seating:	20
Employees:	1 F/T, 10 P/T	Inventory:	\$5,000
Hours of Operation:	12 noon-10pm daily		

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.



**SALES TREND GRAPH**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2011</b>	\$30,610	\$32,323	\$36,655	\$41,825	\$42,537	\$45,643	\$45,315	\$37,866	\$34,879	\$29,931	\$21,588	\$23,146	\$422,317
<b>2012</b>	\$29,931	\$34,023	\$34,782	\$37,624	\$44,852	\$46,575	\$41,733	\$38,076	\$33,323	\$31,322	\$23,756	\$24,866	\$420,863
<b>\$ +/-</b>	(\$679)	\$1,700	(\$1,874)	(\$4,201)	\$2,315	\$932	(\$3,583)	\$211	(\$1,556)	\$1,391	\$2,168	\$1,720	(\$1,454)
<b>% +/-</b>	-2%	5%	-5%	-10%	5%	2%	-8%	1%	-4%	5%	10%	7%	0%
<b>2012</b>	\$29,931	\$34,023	\$34,782	\$37,624	\$44,852	\$46,575	\$41,733	\$38,076	\$33,323	\$31,322	\$23,756	\$24,866	\$420,863
<b>2013</b>	\$30,831	\$37,050	\$46,470	\$45,746	\$47,929	\$47,687	\$41,120	\$37,279	\$38,418	\$27,029	\$24,320	\$23,764	\$447,643
<b>\$ +/-</b>	\$900	\$3,028	\$11,688	\$8,122	\$3,077	\$1,112	(\$613)	(\$797)	\$5,094	(\$4,293)	\$564	(\$1,102)	\$26,780
<b>% +/-</b>	3%	9%	34%	22%	7%	2%	-1%	-2%	15%	-14%	2%	-4%	6%
<b>2013</b>	\$30,831	\$37,050	\$46,470	\$45,746	\$47,929	\$47,687	\$41,120	\$37,279	\$38,418	\$27,029	\$24,320	\$23,764	\$447,643
<b>2014</b>	\$31,541	\$30,521	\$40,329	\$38,931	\$43,979	\$42,580	\$41,787	\$39,220	\$37,077	\$35,494	\$27,032	\$0	\$408,491
<b>\$ +/-</b>	\$710	(\$6,530)	(\$6,142)	(\$6,815)	(\$3,950)	(\$5,106)	\$667	\$1,941	(\$1,341)	\$8,465	\$2,712		(\$15,388)
<b>% +/-</b>	2%	-18%	-13%	-15%	-8%	-11%	2%	5%	-3%	31%	11%		-4%







**Cold Stone Creamery #20385  
PROFORMA**

	T12 Ending 11/30/2014	
SALES	\$ 432,255	
COGS:	\$ 111,522	25.8%
Crew Labor:	\$ 43,225	10.0%
GM:	\$ 26,837	6.2%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,627	3.8%
Payroll Taxes:	\$ 9,108	13.0%
R&M:	\$ 5,187	1.2%
Non-Ingredient:	\$ 3,026	0.7%
Utilities:	\$ 27,795	6.4%
Rent:	\$ 43,032	10.0%
CAM:	\$ 15,804	3.7%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 1,000	0.2%
Local Advertising:	\$ 2,161	0.5%
Nat'l Advertising:	\$ 12,968	3.0%
Royalty:	\$ 25,935	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,500	0.6%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,749	1.3%
Professional Services:	\$ 2,500	0.6%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 600	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 600	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,200	0.3%
Cash Over/Short:	\$ 432	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 344,108	79.6%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 88,146	20.4%

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