



## CONFIDENTIAL Executive Summary



|                             |           |                                   |
|-----------------------------|-----------|-----------------------------------|
| Purchase Price:             | \$360,000 | <b>Cold Stone Creamery #20406</b> |
| Total Annual Sales*:        | \$446,521 | <b>173 Plaza Dr. #1007</b>        |
| Inventory:                  | \$5,000   | <b>Vallejo, CA 94591</b>          |
| Owner Operated Cash Flow**: | \$121,590 |                                   |

\* T12 Ending 5/31/15

Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected

\*\* increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

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### Franchise Information:

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. Buyer or Operating Partner should have business experience and be willing to work F/T overseeing the store.

Franchise Agreement Expiration: 10 years from purchase

Transfer Fee: \$10,000

Training Location: in AZ and in local store

Royalty: 6.0%

Advertising: 3.0%

Training Period: 4 weeks

Remodel Requirements: None at this time.

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### Lease Information:

Monthly Base Rent: \$3,180

Options: 1x5 year option

Security Deposit: \$3,200

Percentage Rent: None

CAM: \$529

Real Property Available: No

Expiration: 8/31/2017

Monthly Property Tax: Included

Increases: FMV in 8/2017

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### Location Details:

Business Established:

Building Type: Inline

Building Size:

Owner Since: 2012

Seating: 20

Employees: 1 F/T, 10 P/T

Hours of Operation: 12 noon to 10pm daily

Licenses Needed: Business, Health

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

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**Remember you have agreed to keep all FranBizNetwork listings confidential.**

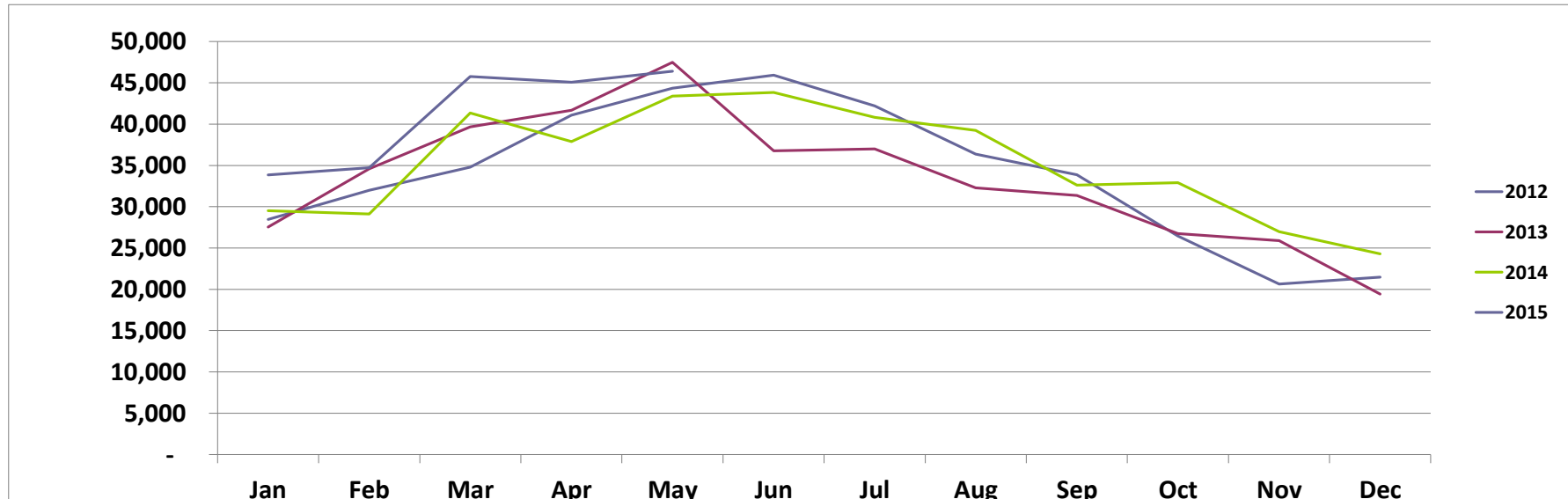
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business.



**MONTHLY SALES**

**Cold Stone Creamery #20406**

|               | Jan      | Feb       | Mar      | Apr       | May       | June      | July      | Aug       | Sep       | Oct      | Nov      | Dec       | TOTAL     |
|---------------|----------|-----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|-----------|
| <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 | \$24,294  | \$421,948 |
| <b>\$ +/-</b> | \$1,974  | (\$5,493) | \$1,694  | (\$3,789) | (\$4,096) | \$7,059   | \$3,825   | \$6,949   | \$1,250   | \$6,157  | \$1,082  | \$4,870   | \$21,482  |
| <b>% +/-</b>  | 7%       | -16%      | 4%       | -9%       | -9%       | 19%       | 10%       | 22%       | 4%        | 23%      | 4%       | 25%       | 5%        |
| <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 | \$24,294  | \$421,948 |
| <b>2015</b>   | \$33,848 | \$34,724  | \$45,754 | \$45,084  | \$46,400  | \$0       | \$0       | \$0       | \$0       | \$0      | \$0      | \$0       | \$205,810 |
| <b>\$ +/-</b> | \$4,340  | \$5,618   | \$4,395  | \$7,205   | \$3,015   |           |           |           |           |          |          |           | \$24,573  |
| <b>% +/-</b>  | 15%      | 19%       | 11%      | 19%       | 7%        |           |           |           |           |          |          |           | 14%       |





**Cold Stone Creamery #20406  
PROFORMA**

|                         | T12 Ending 5/31/15 |       |
|-------------------------|--------------------|-------|
| SALES                   | \$ 446,521         |       |
| COGS:                   | \$ 106,049         | 23.8% |
| Crew Labor:             | \$ 73,676          | 16.5% |
| GM:                     | Assume Owner is GM |       |
| Other Store Level Mgmt: | \$ -               | 0.0%  |
| Workers Comp:           | \$ 1,842           | 2.5%  |
| Payroll Taxes:          | \$ 9,578           | 13.0% |
| R&M:                    | \$ 1,786           | 0.4%  |
| Non-Ingredient:         | \$ 1,340           | 0.3%  |
| Utilities:              | \$ 27,200          | 6.1%  |
| Rent:                   | \$ 38,160          | 8.5%  |
| CAM:                    | \$ 6,347           | 1.4%  |
| Property Tax:           | \$ -               | 0.0%  |
| Personal Property Tax:  | \$ 500             | 0.1%  |
| Local Advertising:      | \$ 2,233           | 0.5%  |
| Nat'l Advertising:      | \$ 13,396          | 3.0%  |
| Royalty:                | \$ 26,791          | 6.0%  |
| Equipment Lease:        | \$ -               | 0.0%  |
| Insurance:              | \$ 2,500           | 0.6%  |
| Bank Charges:           | \$ 300             | 0.1%  |
| Credit Card Fees:       | \$ 6,698           | 1.5%  |
| Professional Services:  | \$ 2,500           | 0.6%  |
| Outside Services:       | \$ -               | 0.0%  |
| Laundry/Uniforms:       | \$ 500             | 0.1%  |
| Pest Control:           | \$ -               | 0.0%  |
| Security:               | \$ 240             | 0.1%  |
| Music:                  | \$ -               | 0.0%  |
| Permits & Licenses:     | \$ 2,850           | 0.6%  |
| Cash Over/Short:        | \$ 447             | 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:         | \$ 324,931         | 72.8% |
| Other Income:           | \$ -               | 0.0%  |
| Store Level Net Profit: | \$ 121,590         | 27.2% |

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.