



CONFIDENTIAL Executive Summary



Purchase Price:	\$360,000	Cold Stone Creamery #20406
Total Annual Sales*:	\$489,891	173 Plaza Dr. #1007
Inventory:	\$5,000	Vallejo, CA 94591
Owner Operated Cash Flow**:	\$141,277	

* T12 Ending 10/31/15

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.

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
Royalty: 6.0%

Transfer Fee: \$10,000
Advertising: 3.0%

Training Location: in AZ and in local store
Training Period: 4 weeks

Remodel Requirements: None at this time.

Lease Information:

Monthly Base Rent: \$3,180

Percentage Rent: None

Expiration: 8/31/2017

Options: 1x5 year option

CAM: \$529

Monthly Property Tax: Included

Security Deposit: \$3,200

Real Property Available: No

Increases: FMV in 8/2017

Location Details:

Business Established:

Owner Since: 2012

Hours of Operation: 12 noon to 10pm daily

Building Type: Inline

Seating: 20

Licenses Needed: Business, Health

Building Size:

Employees: 1 F/T, 10 P/T

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

Remember you have agreed to keep all FranBizNetwork listings confidential.

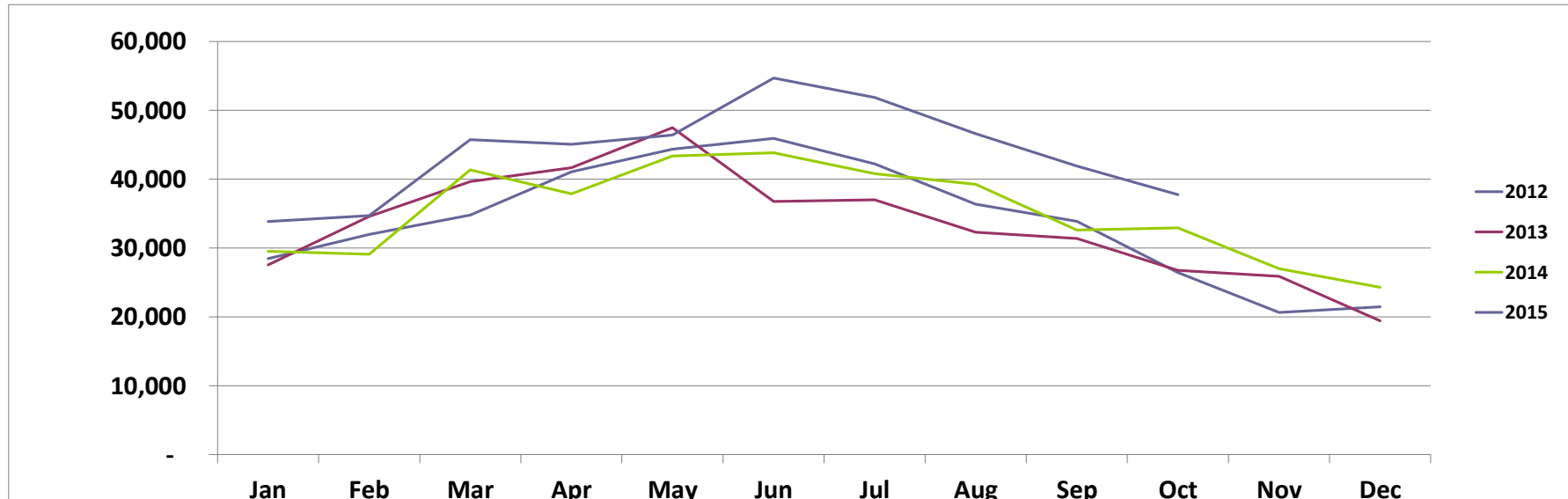
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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
2012	\$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
2013	\$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
\$ +/-	(\$935)	\$2,611	\$4,868	\$602	\$3,143	(\$9,150)	(\$5,215)	(\$4,089)	(\$2,494)	\$309	\$5,267	(\$2,037)	(\$7,121)
% +/-	-3%	8%	14%	1%	7%	-20%	-12%	-11%	-7%	1%	26%	-9%	-2%
2013	\$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
2014	\$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
\$ +/-	\$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
% +/-	7%	-16%	4%	-9%	-9%	19%	10%	22%	4%	23%	4%	25%	5%
2014	\$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
2015	\$33,848	\$34,724	\$45,754	\$45,084	\$46,400	\$54,690	\$51,866	\$46,601	\$41,895	\$37,747	\$0	\$0	\$438,609
\$ +/-	\$4,340	\$5,618	\$4,395	\$7,205	\$3,015	\$10,857	\$11,050	\$7,356	\$9,276	\$4,832			\$67,944
% +/-	15%	19%	11%	19%	7%	25%	27%	19%	28%	15%			18%





**Cold Stone Creamery #20406
PROFORMA**

	T12 Ending 10/31/15	
SALES	\$ 489,891	
COGS:	\$ 116,349	23.8%
Crew Labor:	\$ 80,832	16.5%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,021	2.5%
Payroll Taxes:	\$ 10,508	13.0%
R&M:	\$ 1,960	0.4%
Non-Ingredient:	\$ 1,470	0.3%
Utilities:	\$ 27,200	5.6%
Rent:	\$ 38,160	7.8%
CAM:	\$ 6,347	1.3%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 2,449	0.5%
Nat'l Advertising:	\$ 14,697	3.0%
Royalty:	\$ 29,393	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,500	0.5%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 7,348	1.5%
Professional Services:	\$ 2,500	0.5%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 500	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 240	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 2,850	0.6%
Cash Over/Short:	\$ 490	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:	\$ 348,614	71.2%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 141,277	28.8%

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.