

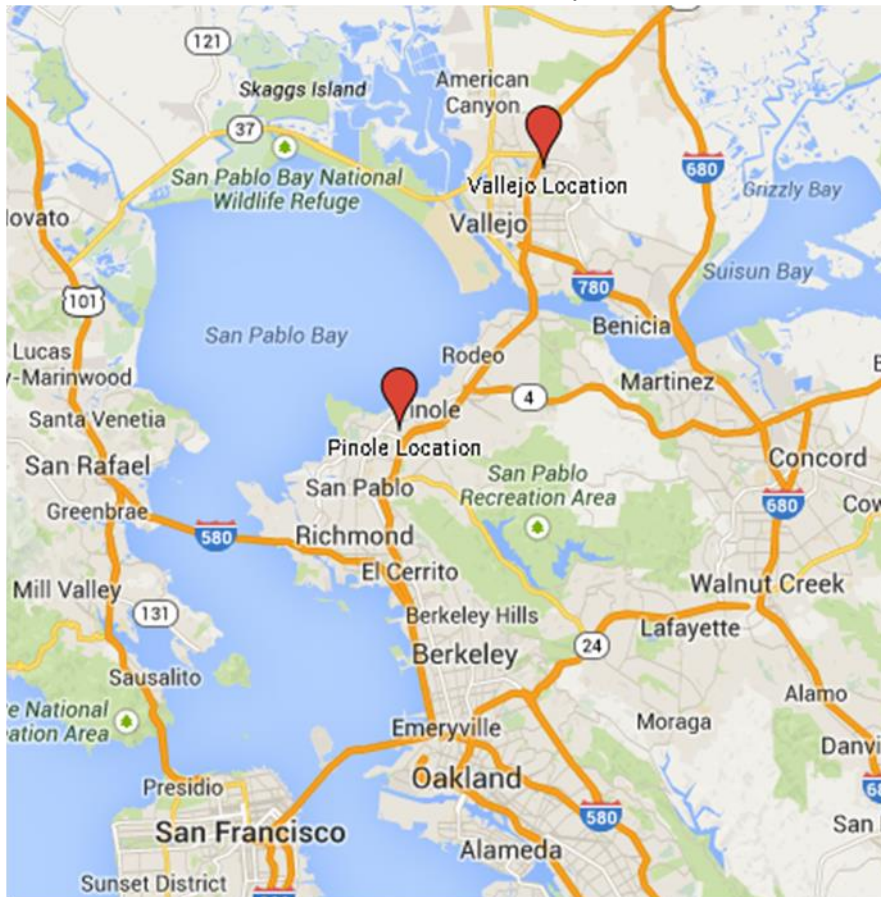


FranBizNetwork
Franchise Sales and M&A Services



COLD STONE
CREAMERY

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



Store	T12 Sales thru 8/31/2014	Managed Cash Flow
Vallejo	\$408,859	\$77,857
Pinole	\$422,419	\$88,883
TOTAL	\$831,008	\$166,740



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:	\$408,589
** Managed Cash Flow:	\$77,857

* T12 Ending 8/31/2014

** 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.

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)

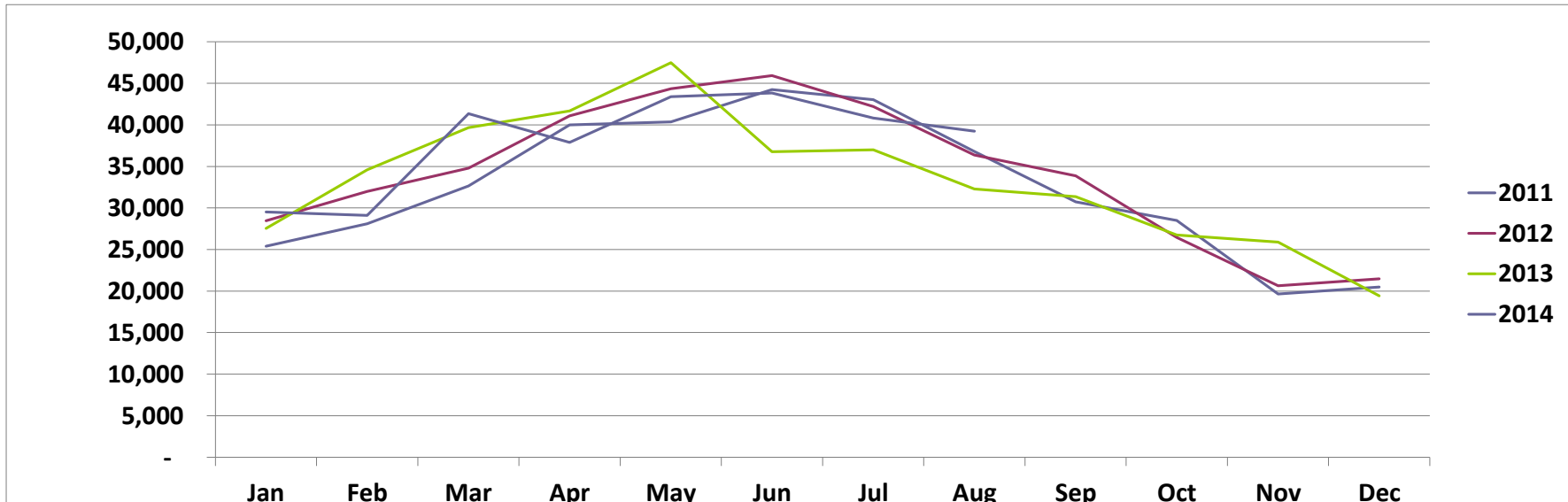
Cold Stone Creamery #20406			
173 Plaza Dr. #1007 Vallejo. CA 94591			
Franchise Information			
FA Expiration:		Transfer Fee:	\$10,000
Royalty:	6.0%	Training Period:	4 weeks
Advertising:	3.0%	Training Location:	in AZ and in local store
Remodel Requirements:	None at this time.		
Controllables			
Cost 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>			
Lease			
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		
Location Details			
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
2011	\$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
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
\$ +/-	\$3,082	\$3,887	\$2,142	\$1,065	\$3,988	\$1,680	(\$806)	(\$416)	\$3,129	(\$2,037)	\$992	\$986	\$17,693
% +/-	12%	14%	7%	3%	10%	4%	-2%	-1%	10%	-7%	5%	5%	5%
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	\$0	\$0	\$0	\$0	\$305,132
\$ +/-	\$1,974	(\$5,493)	\$1,694	(\$3,789)	(\$4,096)	\$7,059	\$3,825	\$6,949					\$8,123
% +/-	7%	-16%	4%	-9%	-9%	19%	10%	22%					3%





**Cold Stone Creamery #20406
PROFORMA**

	T12 Ending 8/31/2014	
SALES	\$ 408,589	
COGS:	\$ 106,233	26.0%
Crew Labor:	\$ 46,988	11.5%
GM:	\$ 31,377	7.7%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,939	3.8%
Payroll Taxes:	\$ 10,187	13.0%
R&M:	\$ 6,129	1.5%
Non-Ingredient:	\$ 2,043	0.5%
Utilities:	\$ 22,487	5.5%
Rent:	\$ 39,911	9.8%
CAM:	\$ 6,637	1.6%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 1,046	0.3%
Local Advertising:	\$ 4,086	1.0%
Nat'l Advertising:	\$ 12,258	3.0%
Royalty:	\$ 24,515	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,615	0.6%
Bank Charges:	\$ 314	0.1%
Credit Card Fees:	\$ 5,434	1.3%
Professional Services:	\$ 2,615	0.6%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 628	0.2%
Pest Control:	\$ -	0.0%
Security:	\$ 628	0.2%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,255	0.3%
Cash Over/Short:	\$ 409	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:	\$ 330,731	80.9%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 77,857	19.1%

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EXECUTIVE SUMMARY p1 (Confidential)

Cold Stone Creamery #20385 1473 Fitzgerald Dr. #103 Pinole, CA 94564	
Overview	
Purchase Price:	\$550,000
* Total Annual Sales:	\$422,419
** Managed Cash Flow:	\$88,883
* T12 Ending 8/31/2014	
** 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.	
Key Considerations	
Located in busy shopping center visible from freeway.	
Confidentiality Statement	
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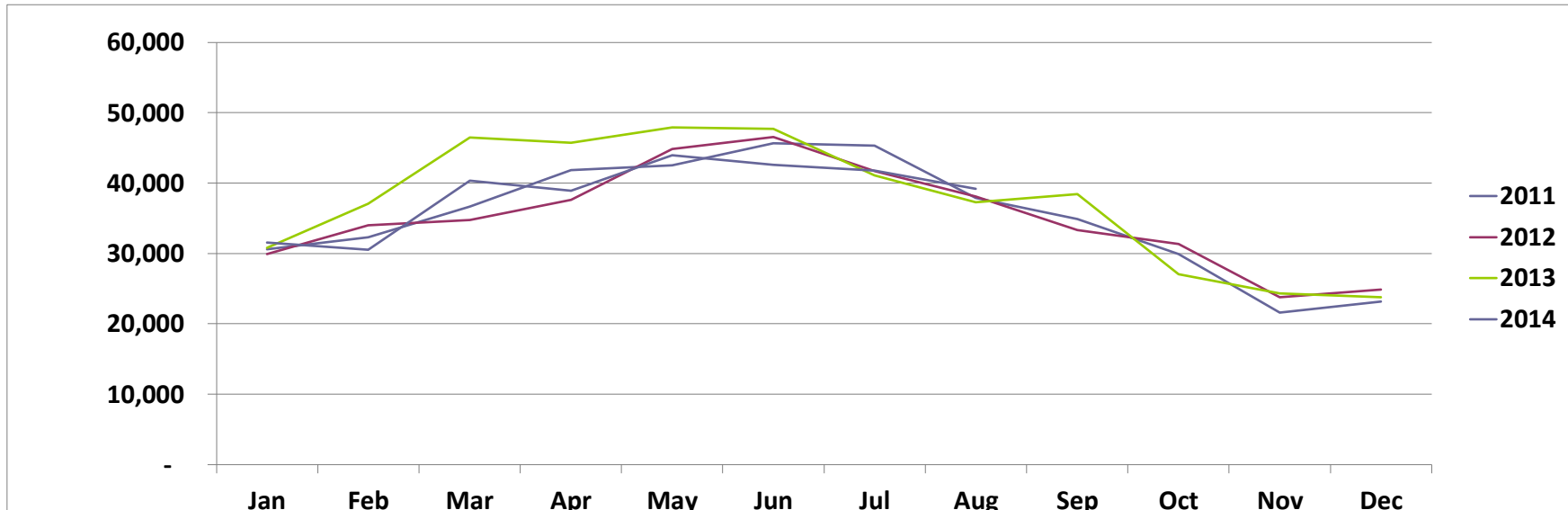
Cold Stone Creamery #20385			
1473 Fitzgerald Dr. #103			
Pinole, CA 94564			
Franchise Information			
FA Expiration:		Transfer Fee:	\$21,000
Royalty:	6.0%	Training Period:	4 weeks
Advertising:	3.0%	Training Location:	AZ and in local store
Remodel Requirements:	None at this time		
Controllables			
Cost 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>			
Lease			
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
Real Property Available:	No	Details:	Busy shopping center
Location Details			
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		

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SALES TREND GRAPH

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2011	\$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
2012	\$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
\$ +/-	(\$679)	\$1,700	(\$1,874)	(\$4,201)	\$2,315	\$932	(\$3,583)	\$211	(\$1,556)	\$1,391	\$2,168	\$1,720	(\$1,454)
% +/-	-2%	5%	-5%	-10%	5%	2%	-8%	1%	-4%	5%	10%	7%	0%
2012	\$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
2013	\$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
\$ +/-	\$900	\$3,028	\$11,688	\$8,122	\$3,077	\$1,112	(\$613)	(\$797)	\$5,094	(\$4,293)	\$564	(\$1,102)	\$26,780
% +/-	3%	9%	34%	22%	7%	2%	-1%	-2%	15%	-14%	2%	-4%	6%
2013	\$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
2014	\$31,541	\$30,521	\$40,329	\$38,931	\$43,979	\$42,580	\$41,787	\$39,220	\$0	\$0	\$0	\$0	\$308,889
\$ +/-	\$710	(\$6,530)	(\$6,142)	(\$6,815)	(\$3,950)	(\$5,106)	\$667	\$1,941					(\$25,224)
% +/-	2%	-18%	-13%	-15%	-8%	-11%	2%	5%					-8%





**Cold Stone Creamery #20385
PROFORMA**

	T12 Ending 8/31/2014	
SALES	\$ 422,419	
COGS:	\$ 108,984	25.8%
Crew Labor:	\$ 42,242	10.0%
GM:	\$ 26,226	6.2%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,568	3.8%
Payroll Taxes:	\$ 8,901	13.0%
R&M:	\$ 5,069	1.2%
Non-Ingredient:	\$ 2,957	0.7%
Utilities:	\$ 27,163	6.4%
Rent:	\$ 40,305	9.5%
CAM:	\$ 14,803	3.5%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 937	0.2%
Local Advertising:	\$ 2,112	0.5%
Nat'l Advertising:	\$ 12,673	3.0%
Royalty:	\$ 25,345	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,342	0.6%
Bank Charges:	\$ 281	0.1%
Credit Card Fees:	\$ 5,618	1.3%
Professional Services:	\$ 2,342	0.6%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 562	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 562	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,124	0.3%
Cash Over/Short:	\$ 422	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:	\$ 333,536	79.0%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 88,883	21.0%

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