



## EXECUTIVE SUMMARY p1 (Confidential)

### Papa John's #3613 Sacramento

2580 Arena Blvd. #B-120

Sacramento, CA 95834

#### Overview

Purchase Price:	\$198,000
* Total Annual Sales:	\$638,183
** Owner-Operated Cash Flow:	\$76,284

\* 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. Figure assumes Owner works F/T managing the store.

#### Franchisor Info and Minimum Qualifications

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S. Operating over 3,300 Papa John's in all 50 U.S. states and 30 international markets.

\$150K net worth with \$50K liquid and restaurant experience required. Good credit history also required.

#### Details

Absentee run location in new shopping center just off of I-5.

#### Confidentiality Statement

**Please remember you have agreed to keep all FranBizNetwork listings confidential. 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. 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.**

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.

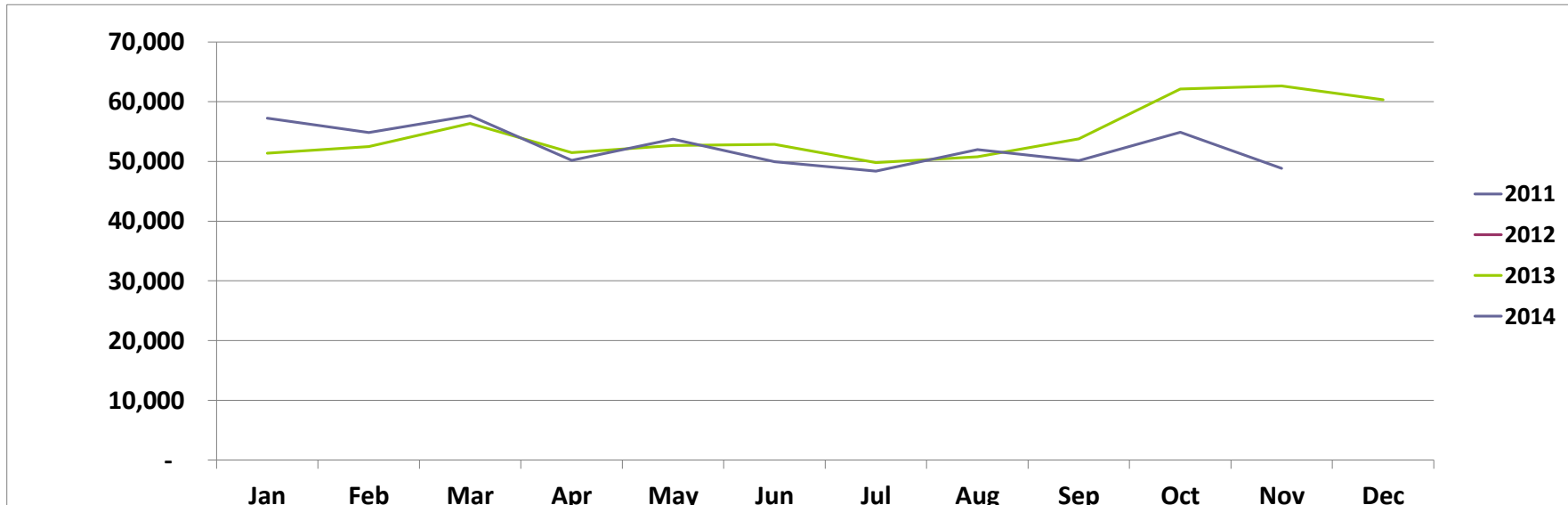
## EXECUTIVE SUMMARY p2 (Confidential)

<b>Papa John's #3613 Sacramento</b>			
2580 Arena Blvd. #B-120 Sacramento, CA 95834			
<b>Franchise Information</b>			
FA Expiration:	2018	Transfer Fee:	\$4,000
Royalty:	5.0%	Training Period:	6 Weeks
Advertising:	4% nat'l, 3% local	Training Location:	Louisville, KY and in market
Remodel Requirements:	Estimated at \$7K		
<b>Controllables</b>			
Cost of Goods:	31.30%	Utilities:	\$21,500
Crew Labor:	17.80%	Non-Ingredient:	0.40%
Repairs & Maintenance:	0.50%		
<i>Controllables are estimates based upon brand norms at this sales volume in this geographic region.</i>			
<b>Lease</b>			
Monthly Base Rent:	\$3,125	Increases:	2% per year
Percentage Rent:	N/A	Options:	1x5 Year
Expiration:	2/1/2019	Monthly Property Tax:	included
CAM:	\$755	Security Deposit:	\$2,812
Real Property Available:	No	Details:	0
<b>Location Details</b>			
Business Established:	11/1/2008	Building Type:	Inline
Owner Since:	11/1/2008	Building Size:	1250 SF
Licenses Needed:	Business, Health	Seating:	None
Employees:	1 F/T, 12 P/T	Inventory:	\$6,500
Hours of Operation:	Sun-Thu 11am-10Pm, Fri-Sat 11am-11pm		

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**SALES TREND GRAPH**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2011</b>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>2012</b>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>\$ +/-</b>													\$0
<b>% +/-</b>													#DIV/0!
<b>2012</b>	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
<b>2013</b>	\$51,372	\$52,465	\$56,349	\$51,489	\$52,655	\$52,868	\$49,803	\$50,801	\$53,802	\$62,111	\$62,641	\$60,339	\$656,694
<b>\$ +/-</b>	\$51,372	\$52,465	\$56,349	\$51,489	\$52,655	\$52,868	\$49,803	\$50,801	\$53,802	\$62,111	\$62,641	\$60,339	\$656,694
<b>% +/-</b>													#DIV/0!
<b>2013</b>	\$51,372	\$52,465	\$56,349	\$51,489	\$52,655	\$52,868	\$49,803	\$50,801	\$53,802	\$62,111	\$62,641	\$60,339	\$656,694
<b>2014</b>	\$57,251	\$54,818	\$57,658	\$50,198	\$53,736	\$49,941	\$48,375	\$51,995	\$50,120	\$54,893	\$48,860	\$0	\$577,844
<b>\$ +/-</b>	\$5,879	\$2,353	\$1,309	(\$1,291)	\$1,081	(\$2,927)	(\$1,428)	\$1,193	(\$3,682)	(\$7,218)	(\$13,781)		(\$18,511)
<b>% +/-</b>	11%	4%	2%	-3%	2%	-6%	-3%	2%	-7%	-12%	-22%		-3%





**Papa John's #3613 Sacramento  
PROFORMA**

	T12 Ending 11/30/2014	
SALES	\$ 638,183	
COGS:	\$ 199,751	31.3%
Crew Labor:	\$ 113,597	17.8%
GM:	Assume Owner-Operated	
Other Store Level Mgmt:	\$ 10,000	1.6%
Workers Comp:	\$ 6,847	5.5%
Payroll Taxes:	\$ 17,996	14.6%
R&M:	\$ 3,191	0.5%
Non-Ingredient:	\$ 2,553	0.4%
Utilities:	\$ 21,500	3.4%
Rent:	\$ 37,500	5.9%
CAM:	\$ 9,066	1.4%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 1,200	0.2%
Local Advertising:	\$ 19,145	3.0%
Nat'l Advertising:	\$ 25,527	4.0%
Royalty:	\$ 31,909	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 8,000	1.3%
Bank Charges:	\$ 900	0.1%
Credit Card Fees:	\$ 10,977	1.7%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 3,000	0.5%
Laundry/Uniforms:	\$ 1,200	0.2%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Misc:	\$ 1,200	0.2%
Permits & Licenses:	\$ 2,450	0.4%
Cash Over/Short:	\$ 638	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Online Royalties:	\$ 5,921	0.9%
Mileage:	\$ 27,330	4.3%
Total Expenses:	\$ 565,899	88.7%
Other Income:	\$ 4,000	0.6%
Store Level Net Profit:	\$ 76,284	12.0%

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