



### CONFIDENTIAL Executive Summary



Purchase Price:	\$476,000	<b>Which Wich Belmont</b>
Total Annual Sales*:	\$617,462	<b>1000 El Camino Real #C</b>
Inventory:	\$7,500	<b>Belmont, CA 94002</b>
Owner Operated Cash Flow**:	\$132,856	

\* Trailing 12 Months Ending 2/28/2015

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:

Which Wich Superior Sandwiches is an innovative yet simple concept that focuses on the "wich," a customizable sandwich available in more than 50 varieties. Based in Franchisor requires a minimum net worth of at least \$500K and liquidity of \$150K.

Franchise Agreement Expiration: exp 2024	Transfer Fee: \$6,000	Training Location: Dallas, TX
Royalty: 6.0%	Advertising: 2.0%	Training Period: 2 weeks
Remodel Requirements: None		

#### Lease Information:

Monthly Base Rent: \$1,935	Options: 2x5 year options	Security Deposit: \$5,478
Percentage Rent: n/a	CAM: \$1,765	Real Property Available: No
Expiration: in 2024	Monthly Property Tax: Included in rent	Increases: 0

#### Location Details:

Business Established: 3/1/2014	Building Type: Inline	Building Size: 1753
Owner Since: 3/1/2014	Seating: 45	Employees: 2 F/T, 6 P/T
Hours of Operation: 10am-9pm daily	Licenses Needed: Business, Health	

Brand new store located at the busy intersection of El Camino and Ralston, in downtown Belmont across from the Cal Train station. Purchase price includes development rights for 3 additional stores. Seller will finance with 50% down.

**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.





**Which Wich Belmont  
PROFORMA**

	Trailing 12 Months Ending 2/28/2015	
SALES	\$ 617,462	(Feb 2015 sales estimated)
COGS:	\$ 219,199	35.5%
Crew Labor:	\$ 98,794	16.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 4,100	4.2%
Payroll Taxes*:	\$ 11,589	11.7%
R&M:	\$ 3,087	0.5%
Non-Ingredient:	\$ 6,175	1.0%
Utilities:	\$ 24,894	4.0%
Rent:	\$ 23,220	3.8%
CAM:	\$ 21,180	3.4%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 3,087	0.5%
Nat'l Advertising:	\$ 12,349	2.0%
Royalty:	\$ 37,048	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 4,723	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 5,619	0.9%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 200	0.0%
Laundry/Uniforms:	\$ 1,500	0.2%
Pest Control:	\$ 400	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,225	0.2%
Cash Over/Short:	\$ 617	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:	\$ 484,606	78.5%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 132,856	21.5%

\*W/C and Payroll taxes percentages are % of total labor, not sales.

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.