



## CONFIDENTIAL Executive Summary

Purchase Price: \$350,000  
Total Annual Sales\*: \$614,504  
Inventory: \$5,000  
Owner Operated Cash Flow\*\*: \$159,279

**Cinnabon #22**  
**359 Eastridge Mall D-25**  
**San Jose, CA 95122**



\* 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.

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### Franchise Information:

In 1985, foodies in Seattle, WA aspired to make “the world’s greatest cinnamon roll” for a new brand and perfected the Cinnabon recipe. Since then, the Cinnabon brand has become world famous, with more than 1,100 locations serving treats and specialty-blended beverages in over 55 countries. Cinnabon is a part of Focus Brands, and requires prospective franchisees to have at least \$400K net worth and \$120K liquid.

Franchise Agreement Expiration: 7/31/2018

Transfer Fee: TBD

Training Location: Atlanta, GA

Royalty: 6.0%

Advertising: 1.5%

Training Period: 2 weeks

Remodel Requirements: Remodel due in 2015, estimated at \$120K-\$150K. Seller will help with remodeling cost.

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### Lease Information:

Monthly Base Rent: \$9,210

Options: TBD

Security Deposit: \$10,600

Percentage Rent: 10.00%

CAM: \$1,930

Real Property Available: No

Expiration: 7/13/2018

Monthly Property Tax: Included

Increases: 3.76% in 8/1/2016

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### Location Details:

Business Established: 2/15/2008

Building Type: Mall

Building Size: 827 SF

Owner Since: 8/1/2010

Seating: None

Employees: 1 F/T, 10 P/T

Hours of Operation: 10a-9p M-Sat, 11a-7p Sun

Licenses Needed: Business, health

Located between Macy's and JC Penney on upper level. Mall also includes AMC 15 Theater.

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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.





**Cinnabon #22  
PROFORMA**

<b>Trailing 12 Months Ending 2/28/2015</b>		
SALES	\$ 614,504	
COGS:	\$ 133,962	21.8%
Crew Labor:	\$ 93,405	15.2%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,195	2.4%
Payroll Taxes:	\$ 14,590	15.6%
R&M:	\$ 615	0.1%
Non-Ingredient:	\$ 3,073	0.5%
Utilities:	\$ 2,000	0.3%
Rent:	\$ 110,520	18.0%
CAM:	\$ 23,160	3.8%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 9,218	1.5%
Royalty:	\$ 36,870	6.0%
Equipment Lease:	\$ 1,400	0.2%
Insurance:	\$ 4,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 11,614	1.9%
Professional Services:	\$ 4,000	0.7%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 740	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 2,150	0.3%
Cash Over/Short:	\$ 615	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:	\$ 455,225	74.1%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 159,279	25.9%

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.