



Great American Cookies & Pretzelmaker

3 Units- Kentucky
\$620,000 for package



Stores are currently absentee run. Cash flow figure below assumes new Owner operates Pretzelmaker Ashland and keeps GMs at GAC Ashland and GAC Owensboro. Ashland and Owensboro are 4 hours apart.

Seller has 2 other locations in Jackson, TN available.

Store	Trailing 12 Month Sales Ending 2/28/2015	Cash Flow
GAC- Ashland, KY	\$383,925	\$71,687
Pretzelmaker- Ashland, KY	\$337,018	\$96,375
GAC- Owensboro, KY	\$323,765	\$49,124
TOTAL	\$1,044,708	\$217,186



CONFIDENTIAL Executive Summary



Purchase Price:	\$620,000 for package	Great American Cookies #74288
Total Annual Sales*:	\$383,925	Ashland Town Center Mall, 500 Winchester Ave.
Inventory:	\$12,000	Ashland, KY 41101
Managed Cash Flow**:	\$71,687	

* 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:

Founded in 1977 on the strength of an old family chocolate chip cookie recipe, Great American Cookies® has set the standard for gourmet cookie sales and has been recognized as the category leader in cookies by Entrepreneur magazine. They operate in mall-based locations across the United States and abroad. Their streamlined system is geared to assist multi-unit franchisees in low overhead and ease of operations, and the majority of Great American Cookies' owners are multi-unit franchisees, operating anywhere from three to 40 plus locations. Great American Cookies® is owned by Global Franchise Group, which owns a portfolio of franchise brands including MaggieMoo's®, Marble Slab Creamery®, and Pretzelmaker®. Franchisor requires \$250K net worth and \$100K liquid.

Franchise Agreement Expiration: 8/1/2024

Royalty: 6%

Remodel Requirements: None

Transfer Fee: \$10,000

Advertising: 1%

Training Location: Atlanta, GA

Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$3,708

Percentage Rent: 10%

Expiration: 2/1/2019

Options: 1x5yr

CAM: \$768

Monthly Property Tax: \$137

Security Deposit: per lease

Real Property Available: no

Increases: None

Location Details:

Business Established: 1983

Owner Since: 2003

Hours of Operation: 10a-9p M-Sat, 12p-5p Sun

Building Type: mall

Seating: none

Licenses Needed: business, health

Building Size: 769 SF

Employees: 1 F/T, 8 P/T

Ashland Town Center Mall, just off of Hwy 23.

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**Great American Cookies #74288
PROFORMA**

Trailing 12 Months Ending 2/28/2015		
SALES	\$ 383,925	
COGS:	\$ 107,499	28.0%
Crew Labor:	\$ 69,106	18.0%
GM:	\$ 23,000	6.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,382	1.5%
Payroll Taxes*:	\$ 8,290	9.0%
R&M:	\$ 1,152	0.3%
Non-Ingredient:	\$ 1,075	0.3%
Utilities:	\$ 11,900	3.1%
Rent:	\$ 38,196	9.9%
CAM:	\$ 9,216	2.4%
Property Tax:	\$ 1,644	0.4%
Personal Property Tax:	\$ 250	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 3,839	1.0%
Royalty:	\$ 23,035	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,300	0.6%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 5,375	1.4%
Professional Services:	\$ 400	0.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 615	0.2%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,425	0.4%
Cash Over/Short:	\$ 384	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 1,555	0.4%
Total Expenses:	\$ 312,238	81.3%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 71,687	18.7%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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.



CONFIDENTIAL Executive Summary

Purchase Price: \$620,000 for package
Total Annual Sales*: \$337,018
Inventory: \$9,000
Owner Operated Cash Flow**: \$96,375

Pretzelmaker #26351
Ashland Town Center 500 Winchester Ave.
Ashland, KY 41101



* 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:

Pretzelmaker / Pretzel Time introduced their famous soft pretzel in 1991, and now offers a selection of hot, fresh-baked, fresh twisted pretzels, pretzel dogs, freshly squeezed lemonade, creamy blended drinks, and cold beverages in 360 locations all over the world. Their streamlined system is geared to assist multi-unit franchisees in low overhead and ease of operations. Pretzelmaker® is owned by Global Franchise Group, which owns a portfolio of franchise brands including Great American Cookies, MaggieMoo's®, and Marble Slab Creamery®. Franchisor requires \$250K net worth and \$100K liquid.

Franchise Agreement Expiration: 8/1/2024

Royalty: 6%

Remodel Requirements: None

Transfer Fee: \$10,000

Advertising: 1.5%

Training Location: Atlanta, GA

Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$3,667

Percentage Rent: 10%

Expiration: 11/1/2018

Options: 1x5yr

CAM: \$746

Monthly Property Tax: \$138

Security Deposit: per lease

Real Property Available: no

Increases: 9% in 2016

Location Details:

Business Established: 7/1/2006

Owner Since: 7/1/2006

Hours of Operation: 10a-9p M-Sat, 12p-5p Sun

Building Type: mall

Seating: none

Licenses Needed: business, health

Building Size: 743 SF

Employees: 1 F/T, 8 P/T

Ashland Town Center Mall, just off of Hwy 23.

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**Pretzelmaker #26351
PROFORMA**

Trailing 12 Months Ending 2/28/2015		
SALES	\$ 337,018	
COGS:	\$ 75,492	22.4%
Crew Labor:	\$ 53,923	16.0%
GM:	Assume Owner-Operator	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 809	1.5%
Payroll Taxes*:	\$ 4,853	9.0%
R&M:	\$ 2,359	0.7%
Non-Ingredient:	\$ 1,685	0.5%
Utilities:	\$ 12,700	3.8%
Rent:	\$ 44,004	13.1%
CAM:	\$ 8,952	2.7%
Property Tax:	\$ 1,656	0.5%
Personal Property Tax:	\$ 250	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 5,055	1.5%
Royalty:	\$ 20,221	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,380	0.7%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 4,381	1.3%
Professional Services:	\$ 400	0.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 370	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,340	0.4%
Cash Over/Short:	\$ 337	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:	\$ 241,767	71.7%
Other Income:	\$ 1,125	0.3%
Store Level Net Profit:	\$ 96,375	28.6%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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CONFIDENTIAL Executive Summary



Purchase Price: \$620,000 for package
Total Annual Sales*: \$323,765
Inventory: \$10,000
Managed Cash Flow**: \$48,413

Great American Cookies #75179
Towne Square Mall 5000 Frederica St.
Owensboro, KY 42301

* Trailing 12 Months Ending 2/28/2015

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Franchise Information:

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Franchise Agreement Expiration: 8/1/2024
Royalty: 6.0%
Remodel Requirements: \$40,000

Transfer Fee: \$10,000
Advertising: 1.5%

Training Location: Atlanta, GA
Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$2,410
Percentage Rent: 10%
Expiration: 1/1/2022

Options: 1x5yr
CAM: \$411
Monthly Property Tax: \$120

Security Deposit: per lease
Real Property Available: no
Increases: none

Location Details:

Business Established: 7/1/1983
Owner Since: 12/1/2004
Hours of Operation: 10a-9p M-Sat, 12p-6p Sun

Building Type: mall
Seating: none
Licenses Needed: business, health

Building Size: 750 SF
Employees: 1 F/T, 6 P/T

Located at Towne Square Mall, just off of Hwy 431 & Hwy 60. Mall also includes Macy's, JC Penney and Sears.

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**Great American Cookies #75179
PROFORMA**

Trailing 12 Months Ending 2/28/2015		
SALES	\$ 323,765	
COGS:	\$ 100,367	31.0%
Crew Labor:	\$ 64,753	20.0%
GM:	\$ 23,000	7.2%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,316	1.5%
Payroll Taxes*:	\$ 7,898	9.0%
R&M:	\$ 648	0.2%
Non-Ingredient:	\$ 971	0.3%
Utilities:	\$ 8,250	2.5%
Rent:	\$ 28,920	8.9%
CAM:	\$ 4,932	1.5%
Property Tax:	\$ 1,440	0.4%
Personal Property Tax:	\$ 250	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 4,856	1.5%
Royalty:	\$ 19,426	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,160	0.7%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 5,180	1.6%
Professional Services:	\$ 400	0.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 950	0.3%
Cash Over/Short:	\$ 324	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:	\$ 276,642	85.4%
Other Income:	\$ 2,000	0.6%
Store Level Net Profit:	\$ 49,124	15.2%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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