



## 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 4/30/2015	Cash Flow
GAC- Ashland, KY	\$384,346	\$71,868
Pretzelmaker- Ashland, KY	\$338,339	\$97,033
GAC- Owensboro, KY	\$329,505	\$51,259
<b>TOTAL</b>	<b>\$1,052,190</b>	<b>\$220,160</b>



## CONFIDENTIAL Executive Summary



Purchase Price:	\$620,000 for package	<b>Great American Cookies #74288</b>
Total Annual Sales*:	\$384,346	<b>Ashland Town Center Mall, 500 Winchester Ave.</b>
Inventory:	\$12,000	<b>Ashland, KY 41101</b>
Managed Cash Flow**:	\$71,868	

\* Trailing 12 Months Ending 4/30/2015

\*\* 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	Transfer Fee: \$10,000	Training Location: Atlanta, GA
Royalty: 6%	Advertising: 1%	Training Period: 2 weeks
Remodel Requirements: None		

### Lease Information:

Monthly Base Rent: \$3,708	Options: 1x5yr	Security Deposit: per lease
Percentage Rent: 10%	CAM: \$768	Real Property Available: no
Expiration: 2/1/2019	Monthly Property Tax: \$137	Increases: None

### Location Details:

Business Established: 1983	Building Type: mall	Building Size: 769 SF
Owner Since: 2003	Seating: none	Employees: 1 F/T, 8 P/T
Hours of Operation: 10a-9p M-Sat, 12p-5p Sun	Licenses Needed: business, health	

Ashland Town Center Mall, just off of Hwy 23.

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**Great American Cookies #74288  
PROFORMA**

Trailing 12 Months Ending 4/30/2015		
SALES	\$ 384,346	
COGS:	\$ 107,617	28.0%
Crew Labor:	\$ 69,182	18.0%
GM:	\$ 23,000	6.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,383	1.5%
Payroll Taxes*:	\$ 8,296	9.0%
R&M:	\$ 1,153	0.3%
Non-Ingredient:	\$ 1,076	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:	\$ 3,843	1.0%
Royalty:	\$ 23,061	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,300	0.6%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 5,381	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:	\$ 312,478	81.3%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 71,868	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\*: \$338,339  
Inventory: \$9,000  
Owner Operated Cash Flow\*\*: \$97,033

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



\* Trailing 12 Months Ending 4/30/2015

\*\* 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:

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

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### 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

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### 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**

<b>Trailing 12 Months Ending 4/30/2015</b>		
SALES	\$ 338,339	
COGS:	\$ 75,788	22.4%
Crew Labor:	\$ 54,134	16.0%
GM:	Assume Owner-Operator	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 812	1.5%
Payroll Taxes*:	\$ 4,872	9.0%
R&M:	\$ 2,368	0.7%
Non-Ingredient:	\$ 1,692	0.5%
Utilities:	\$ 12,700	3.8%
Rent:	\$ 44,004	13.0%
CAM:	\$ 8,952	2.6%
Property Tax:	\$ 1,656	0.5%
Personal Property Tax:	\$ 250	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 5,075	1.5%
Royalty:	\$ 20,300	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,380	0.7%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 4,398	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:	\$ 338	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:	\$ 242,431	71.7%
Other Income:	\$ 1,125	0.3%
Store Level Net Profit:	\$ 97,033	28.7%

\*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\*: \$329,505  
Inventory: \$10,000  
Managed Cash Flow\*\*: \$49,271

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

\* Trailing 12 Months Ending 4/30/2015

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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

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### 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

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### 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**

<b>Trailing 12 Months Ending 4/30/2015</b>		
SALES	\$ 329,505	
COGS:	\$ 102,147	31.0%
Crew Labor:	\$ 65,901	20.0%
GM:	\$ 23,000	7.2%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,334	1.5%
Payroll Taxes*:	\$ 8,001	9.0%
R&M:	\$ 659	0.2%
Non-Ingredient:	\$ 989	0.3%
Utilities:	\$ 8,250	2.5%
Rent:	\$ 28,920	8.8%
CAM:	\$ 4,932	1.5%
Property Tax:	\$ 1,440	0.4%
Personal Property Tax:	\$ 250	0.1%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 4,943	1.5%
Royalty:	\$ 19,770	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,160	0.7%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 5,272	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:	\$ 330	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:	\$ 280,246	85.1%
Other Income:	\$ 2,000	0.6%
Store Level Net Profit:	\$ 51,259	15.6%

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

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