



## CONFIDENTIAL Executive Summary



Purchase Price:	\$550,000	*includes real estate	Taco John's
Total Annual Sales*:	\$911,817		495 N. Main St.
Inventory:	\$7,000		Mountain Home, ID 83647
Owner Operated Cash Flow**:	\$160,390		

\* Trailing 12 Months Ending 11/30/2016

\*\* 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:

The first Taco John's was a taco stand in Cheyenne, WY in 1968. Soon after the concept was franchised and now there are over 415 locations nationwide. The customizable menu and "West-Mex" flavors make the brand stand out in the Mexican QSR segment. Franchisor requires a minimum net worth of \$500K with at least \$350K liquid. Restaurant, retail or relevant business experience is a must.

Franchise Agreement Expiration: 3/1/2025

Transfer Fee: \$3,750

Training Location: Cheyenne WY

Royalty: 4.0%

Advertising: 3.5%

Training Period: 2 weeks

Remodel Requirements: Seller currently completing \$30K remodel.

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### Lease Information:

Monthly Base Rent: RE Included

Options: n/a

Security Deposit: n/a

Percentage Rent: n/a

CAM: n/a

Real Property Available: Included

Expiration: n/a

Monthly Property Tax: \$280

Increases: n/a

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### Location Details:

Business Established: 1976

Building Type: drive-thru, indoor

Building Size: 1300 SF

Owner Since: 1980

Seating: 40

Employees: 3 F/T, 19 P/T

Hours of Operation: 7am-10pm daily

Licenses Needed: Business, health

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Located at the corner of 5th Ave and Main St. Nearby competition includes El Herradero, Grinde's Diner, McDonald's, and Subway.

**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.

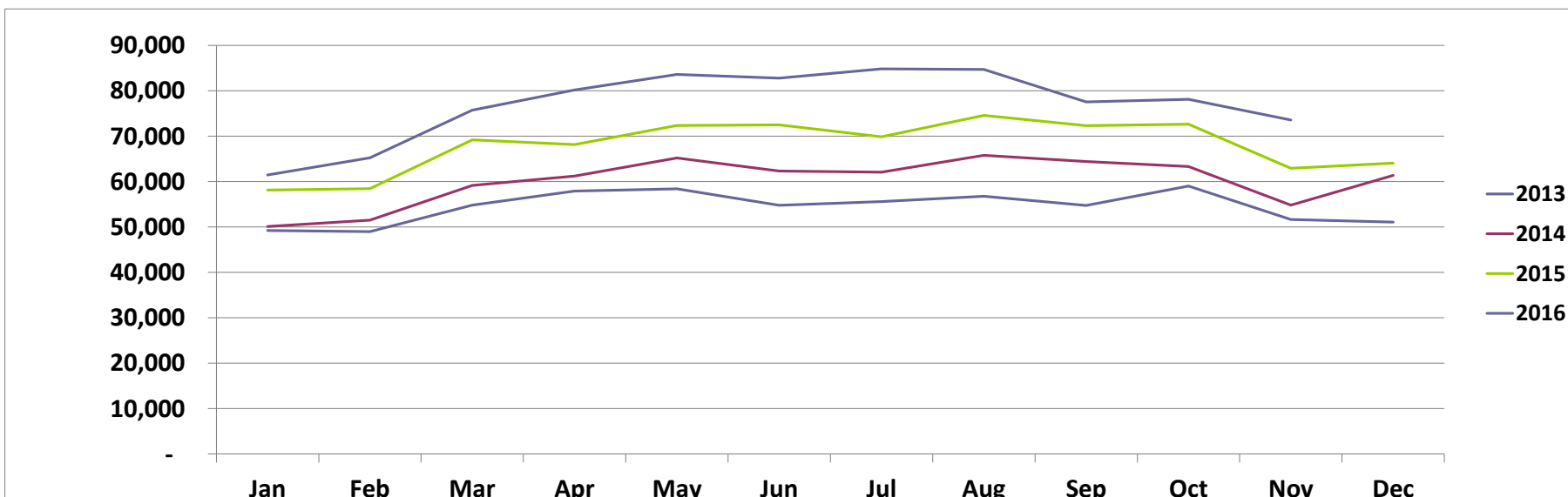


**TACO JOHN'S**

**MONTHLY SALES**

Taco John's

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2013</b>	\$49,234	\$48,975	\$54,811	\$57,917	\$58,399	\$54,793	\$55,600	\$56,766	\$54,758	\$59,013	\$51,653	\$51,089	\$653,008
<b>2014</b>	\$50,106	\$51,490	\$59,157	\$61,226	\$65,220	\$62,334	\$62,079	\$65,785	\$64,423	\$63,313	\$54,807	\$61,347	\$721,287
<b>\$ +/-</b>	\$872	\$2,515	\$4,346	\$3,309	\$6,821	\$7,541	\$6,479	\$9,019	\$9,665	\$4,300	\$3,154	\$10,258	\$68,279
<b>% +/-</b>	2%	5%	8%	6%	12%	14%	12%	16%	18%	7%	6%	20%	10%
<b>2014</b>	\$50,106	\$51,490	\$59,157	\$61,226	\$65,220	\$62,334	\$62,079	\$65,785	\$64,423	\$63,313	\$54,807	\$61,347	\$721,287
<b>2015</b>	\$58,133	\$58,446	\$69,192	\$68,170	\$72,369	\$72,503	\$69,854	\$74,580	\$72,329	\$72,653	\$62,909	\$64,061	\$815,199
<b>\$ +/-</b>	\$8,027	\$6,956	\$10,035	\$6,944	\$7,149	\$10,169	\$7,775	\$8,795	\$7,906	\$9,340	\$8,102	\$2,714	\$93,912
<b>% +/-</b>	16%	14%	17%	11%	11%	16%	13%	13%	12%	15%	15%	4%	13%
<b>2015</b>	\$58,133	\$58,446	\$69,192	\$68,170	\$72,369	\$72,503	\$69,854	\$74,580	\$72,329	\$72,653	\$62,909	\$64,061	\$815,199
<b>2016</b>	\$61,457	\$65,231	\$75,747	\$80,184	\$83,598	\$82,772	\$84,833	\$84,717	\$77,541	\$78,125	\$73,551	\$0	\$847,756
<b>\$ +/-</b>	\$3,324	\$6,785	\$6,555	\$12,014	\$11,229	\$10,269	\$14,979	\$10,137	\$5,212	\$5,472	\$10,642		\$96,618
<b>% +/-</b>	6%	12%	9%	18%	16%	14%	21%	14%	7%	8%	17%		13%





**Taco John's  
PROFORMA**

Trailing 12 Months Ending 11/30/2016		
SALES	\$ 911,817	
COGS:	\$ 330,078	36.2%
Crew Labor:	\$ 209,718	23.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:		
Workers Comp*:	\$ 4,194	2.0%
Payroll Taxes*:	\$ 20,972	10.0%
R&M:	\$ 17,780	2.0%
Non-Ingredient:	\$ 31,914	3.5%
Utilities:	\$ 21,900	2.4%
Rent:	Real Estate Included	
CAM:	\$ -	0.0%
Property Tax:	\$ 3,360	0.4%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 2,735	0.3%
Nat'l Advertising:	\$ 31,914	3.5%
Royalty:	\$ 36,473	4.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 6,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,677	1.5%
Professional Services:	\$ 4,000	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 3,000	0.3%
Permits & Licenses:	\$ 2,000	0.2%
Cash Over/Short:	\$ 912	0.1%
Employee Benefits:	\$ 10,000	1.1%
Other G&A:	\$ 2,000	0.2%
Total Expenses:	\$ 753,727	82.7%
Other Income:	\$ 2,300	0.3%
Store Level Net Profit:	\$ 160,390	17.6%

\*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.