



CONFIDENTIAL Executive Summary



Baja Fresh #107 Dublin, CA

4550 Tassajara Rd. #A

Dublin, CA 94568

Purchase Price:	\$673,000
Total Annual Sales*:	\$1,188,665
Inventory:	\$6,500
Owner Operated Cash Flow**:	\$199,204

* Trailing 12 Months Ending 7/31/2015

** 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:

Baja Fresh is a fast-casual Mexican concept with over 200 stores across the country. Franchisor requires good credit, restaurant management experience, and sufficient net worth and liquidity.

Franchise Agreement Expiration: 2019. Renewal is \$10K for 10 years

Transfer Fee: \$15,000

Training Location: Southern CA

Royalty: 5.0%

Advertising: 1.0%

Training Period: 6 Weeks

Remodel Requirements: none at this time

Lease Information:

Monthly Base Rent: \$9,389

Options: 1x5yr

Security Deposit: \$9,389

Percentage Rent: none

CAM: \$2,694

Real Property Available: No

Expiration: 8/1/2017

Monthly Property Tax: Included

Increases: \$10,528/mo in Aug 2017

Location Details:

Business Established: 2/1/2002

Building Type: Inline

Building Size: 2490 SF

Owner Since: 2/1/2009

Seating: Approx 49 + patio

Employees: 1 F/T, 12 P/T

Hours of Operation: 10:30a-9p Su-Th, 10:30a-10p F-S

Licenses Needed: Business, Health

Located in a busy shopping center. Nearby competition includes Armadillo Willy's, Ameci's Pizza, and Bagel Street Café.

Remember you have agreed to keep all FranBizNetwork listings confidential.

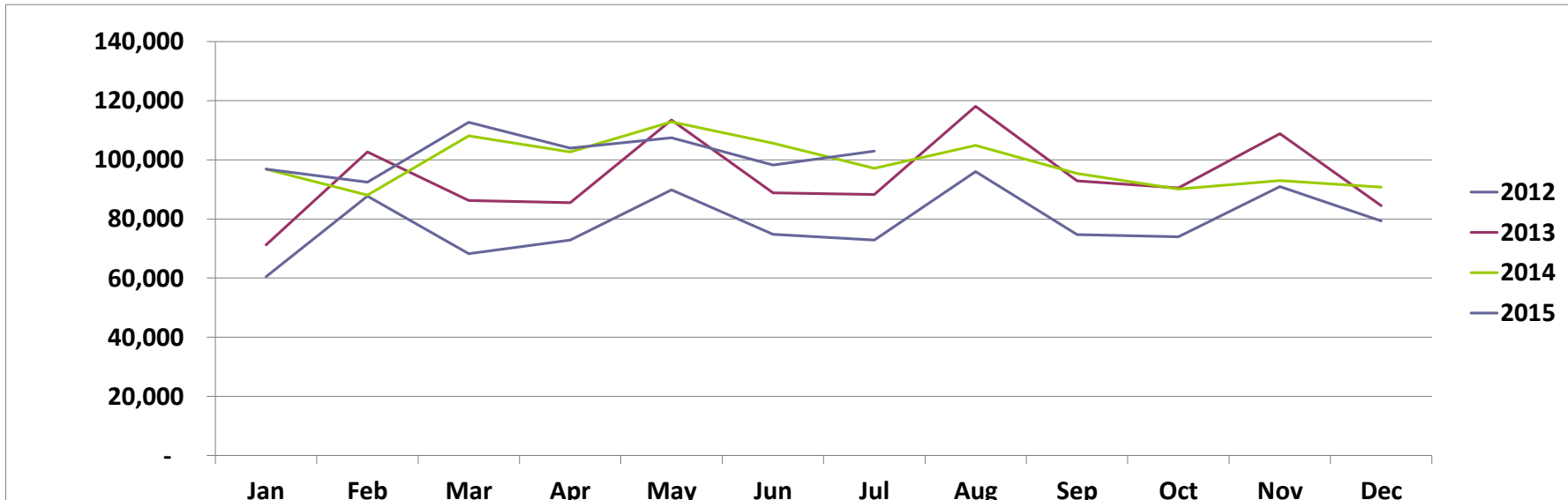
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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.



MONTHLY SALES

Baja Fresh #107 Dublin, CA

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2012	\$60,468	\$87,677	\$68,236	\$72,834	\$89,851	\$74,827	\$72,887	\$96,016	\$74,672	\$73,938	\$90,978	\$79,359	\$941,743
2013	\$71,221	\$102,700	\$86,228	\$85,518	\$113,492	\$88,800	\$88,304	\$118,103	\$92,895	\$90,522	\$108,890	\$84,485	\$1,131,158
\$ +/-	\$10,753	\$15,023	\$17,992	\$12,684	\$23,641	\$13,973	\$15,417	\$22,087	\$18,223	\$16,584	\$17,912	\$5,126	\$189,415
% +/-	18%	17%	26%	17%	26%	19%	21%	23%	24%	22%	20%	6%	20%
2013	\$71,221	\$102,700	\$86,228	\$85,518	\$113,492	\$88,800	\$88,304	\$118,103	\$92,895	\$90,522	\$108,890	\$84,485	\$1,131,158
2014	\$96,850	\$88,056	\$108,084	\$102,663	\$112,848	\$105,602	\$97,122	\$104,893	\$95,351	\$90,095	\$93,000	\$90,783	\$1,185,347
\$ +/-	\$25,629	(\$14,644)	\$21,856	\$17,145	(\$644)	\$16,802	\$8,818	(\$13,210)	\$2,456	(\$427)	(\$15,890)	\$6,298	\$54,189
% +/-	36%	-14%	25%	20%	-1%	19%	10%	-11%	3%	0%	-15%	7%	5%
2014	\$96,850	\$88,056	\$108,084	\$102,663	\$112,848	\$105,602	\$97,122	\$104,893	\$95,351	\$90,095	\$93,000	\$90,783	\$1,185,347
2015	\$96,827	\$92,445	\$112,700	\$103,957	\$107,467	\$98,206	\$102,942	\$0	\$0	\$0	\$0	\$0	\$714,543
\$ +/-	(\$23)	\$4,389	\$4,616	\$1,294	(\$5,381)	(\$7,396)	\$5,820						\$3,318
% +/-	0%	5%	4%	1%	-5%	-7%	6%						0%





**Baja Fresh #107 Dublin, CA
PROFORMA**

Trailing 12 Months Ending 7/31/2015		
SALES	\$ 1,188,665	
COGS:	\$ 416,033	35.0%
Crew Labor:	\$ 202,073	17.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 8,608	4.3%
Payroll Taxes*:	\$ 32,332	16.0%
R&M:	\$ 17,830	1.5%
Non-Ingredient:	\$ 5,943	0.5%
Utilities:	\$ 39,600	3.3%
Rent:	\$ 112,668	9.5%
CAM:	\$ 32,339	2.7%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 1,500	0.1%
Local Advertising:	\$ 2,972	0.3%
Nat'l Advertising:	\$ 11,887	1.0%
Royalty:	\$ 59,433	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 5,000	0.4%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 26,745	2.3%
Professional Services:	\$ 4,000	0.3%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 1,200	0.1%
Pest Control:	\$ 480	0.0%
Security:	\$ 830	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 6,200	0.5%
Cash Over/Short:	\$ 1,189	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:	\$ 989,461	83.2%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 199,204	16.8%

*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.