



**CONFIDENTIAL Executive Summary**



|                             |           |                                |
|-----------------------------|-----------|--------------------------------|
| Purchase Price:             | \$60,000  | <b>Kinder's Meats Deli BBQ</b> |
| Total Annual Sales*:        | \$524,627 | <b>3242 W. Grant Line Rd.</b>  |
| Inventory:                  | \$6,000   | <b>Tracy, CA 95304</b>         |
| Owner Operated Cash Flow**: | \$30,125  |                                |

\* Trailing 12 Months Ending 9/30/2015

\*\* 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:**

Kinder's is a family run business founded in 1946 in the San Francisco Bay Area. In addition to store locations, Kinder's is well known in grocery stores across the country for its sauces and spices.

|                                     |                   |                        |
|-------------------------------------|-------------------|------------------------|
| Franchise Agreement Expiration: n/a | Transfer Fee: n/a | Training Location: n/a |
| Royalty: n/a                        | Advertising: n/a  | Training Period: n/a   |
| Remodel Requirements: None          |                   |                        |

**Lease Information:**

|                            |                                  |                             |
|----------------------------|----------------------------------|-----------------------------|
| Monthly Base Rent: \$4,068 | Options: Buyer to sign new lease | Security Deposit: \$4,950   |
| Percentage Rent: n/a       | CAM: included                    | Real Property Available: No |
| Expiration: 1/31/2016      | Monthly Property Tax: included   | Increases: n/a              |

**Location Details:**

|                                    |                                   |                        |
|------------------------------------|-----------------------------------|------------------------|
| Business Established:              | Building Type: Inline             | Building Size: 1800 SF |
| Owner Since: 2009                  | Seating: 43 inside, 12 outside    | Employees: 9 P/T       |
| Hours of Operation: 10am-8pm daily | Licenses Needed: business, health |                        |

Located just off I-205 adjacent to Costco and WalMart Supercenter. Nearby competition includes Golden Corral, Subway, and Famous Dave's BBQ.

**Remember you have agreed to keep all FranBizNetwork listings confidential.**

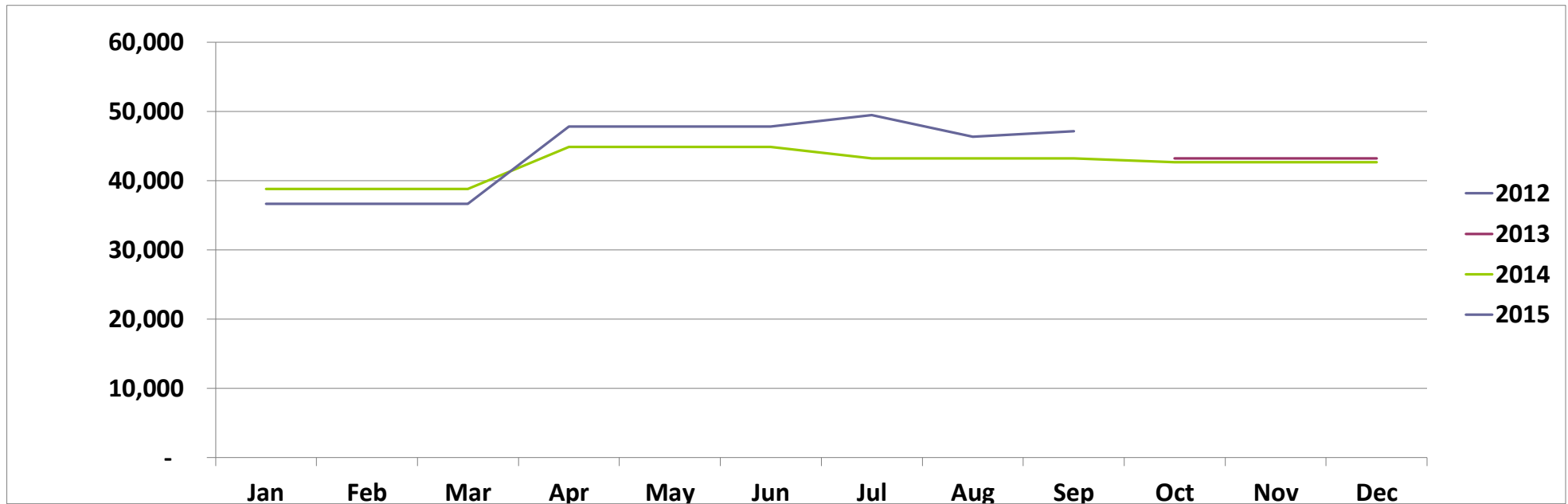
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

Kinder's Meats Deli BBQ (sales for 10/2013-6/2015 are quarterly divided by 3)

|               | Jan       | Feb       | Mar       | Apr      | May      | June     | July     | Aug      | Sep      | Oct      | Nov      | Dec      | TOTAL     |
|---------------|-----------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
| <b>2013</b>   | \$0       | \$0       | \$0       | \$0      | \$0      | \$0      | \$0      | \$0      | \$0      | \$43,238 | \$43,238 | \$43,238 | \$129,713 |
| <b>2014</b>   | \$38,847  | \$38,847  | \$38,847  | \$44,924 | \$44,924 | \$44,924 | \$43,241 | \$43,241 | \$43,241 | \$42,686 | \$42,686 | \$42,686 | \$509,093 |
| <b>\$ +/-</b> | \$38,847  | \$38,847  | \$38,847  | \$44,924 | \$44,924 | \$44,924 | \$43,241 | \$43,241 | \$43,241 | (\$552)  | (\$552)  | (\$552)  | \$379,380 |
| <b>% +/-</b>  |           |           |           |          |          |          |          |          |          | -1%      | -1%      | -1%      | 292%      |
|               |           |           |           |          |          |          |          |          |          |          |          |          |           |
| <b>2014</b>   | \$38,847  | \$38,847  | \$38,847  | \$44,924 | \$44,924 | \$44,924 | \$43,241 | \$43,241 | \$43,241 | \$42,686 | \$42,686 | \$42,686 | \$509,093 |
| <b>2015</b>   | \$36,663  | \$36,663  | \$36,663  | \$47,845 | \$47,845 | \$47,845 | \$49,471 | \$46,381 | \$47,195 | \$0      | \$0      | \$0      | \$396,570 |
| <b>\$ +/-</b> | (\$2,184) | (\$2,184) | (\$2,184) | \$2,920  | \$2,920  | \$2,920  | \$6,230  | \$3,140  | \$3,954  |          |          |          | \$15,534  |
| <b>% +/-</b>  | -6%       | -6%       | -6%       | 7%       | 7%       | 7%       | 14%      | 7%       | 9%       |          |          |          | 4%        |





## Kinder's Meats Deli BBQ PROFORMA

| Trailing 12 Months Ending 9/30/2015 |                    |       |
|-------------------------------------|--------------------|-------|
| SALES                               | \$ 524,627         |       |
| COGS:                               | \$ 256,543         | 48.9% |
| Crew Labor:                         | \$ 91,810          | 17.5% |
| GM:                                 | Assume Owner is GM |       |
| Other Store Level Mgmt:             | \$ -               | 0.0%  |
| Workers Comp*:                      | \$ 4,453           | 4.9%  |
| Payroll Taxes*:                     | \$ 11,779          | 12.8% |
| R&M:                                | \$ 3,253           | 0.6%  |
| Non-Ingredient:                     | \$ 29,379          | 5.6%  |
| Utilities:                          | \$ 20,000          | 3.8%  |
| Rent:                               | \$ 48,816          | 9.3%  |
| CAM:                                | \$ -               | 0.0%  |
| Property Tax:                       | \$ -               | 0.0%  |
| Personal Property Tax:              | \$ 400             | 0.1%  |
| Local Advertising:                  | \$ -               | 0.0%  |
| Nat'l Advertising:                  | \$ -               | 0.0%  |
| Royalty:                            | \$ -               | 0.0%  |
| Insurance:                          | \$ 4,200           | 0.8%  |
| Bank Charges:                       | \$ 600             | 0.1%  |
| Credit Card Fees:                   | \$ 13,116          | 2.5%  |
| Professional Services:              | \$ 1,900           | 0.4%  |
| Outside Services:                   | \$ 3,000           | 0.6%  |
| Laundry/Uniforms:                   | \$ 650             | 0.1%  |
| Pest Control:                       | \$ 600             | 0.1%  |
| Security:                           | \$ 1,200           | 0.2%  |
| Music:                              | \$ -               | 0.0%  |
| Permits & Licenses:                 | \$ 2,280           | 0.4%  |
| Cash Over/Short:                    | \$ 525             | 0.1%  |
| Total Expenses:                     | \$ 494,502         | 94.3% |
| Other Income:                       | \$ -               | 0.0%  |
| Store Level Net Profit:             | \$ 30,125          | 5.7%  |

\*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.