



## CONFIDENTIAL Executive Summary

Purchase Price: \$325,000  
Total Annual Sales\*: \$617,656  
Inventory: \$6,500  
Owner Operated Cash Flow\*\*: \$136,206

**Wingstop #394**  
**3365 Rosecrans St. Ste. B**  
**San Diego, CA 92110**



\* T13 Ending P13 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:

Wingstop currently has over 500 locations and is continually ranked among the best franchise concepts in the nation.

Franchisor requires a minimum of \$400K net worth with at least \$200k in liquid assets. Restaurant experience is a plus but not necessary.

Franchise Agreement Expiration: 2018

Transfer Fee: \$7,500

Training Location: TX

Royalty: 5.0%

Advertising: 2.0%

Training Period: 4 Weeks

Remodel Requirements: None at this time.

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### Lease Information:

Monthly Base Rent: \$5,344

Options: 1x5yr option

Security Deposit: \$6,916

Percentage Rent: N/A

CAM: Included

Real Property Available: No

Expiration: 6/1/2018

Monthly Property Tax: \$522

Increases: 3% annually

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### Location Details:

Business Established: 3/1/2008

Building Type: Inline

Building Size: 1400 SF

Owner Since: 3/1/2008

Seating:

Employees: 5 F/T, 5 P/T

Hours of Operation: 11am-Midnight

Licenses Needed: business, health , ABC

Well located just off intersection of I-8 and I-5 in outparcel in shopping center with many shops and restaurants including TJ Mazz, Party City and Sprouts. Nearby competition includes Wings N Things and Buffalo Wild Wings.

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**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.





**Wingstop #394**  
**PROFORMA**

	T13 Ending P13 2015	
SALES	\$ 617,656	
COGS:	\$ 196,415	31.8%
Crew Labor:	\$ 89,560	14.5%
GM:	Assume Owner-Operator	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 2,687	3.0%
Payroll Taxes:	\$ 10,747	12.0%
R&M:	\$ 3,088	0.5%
Non-Ingredient:	\$ 3,706	0.6%
Utilities:	\$ 22,200	3.6%
Rent:	\$ 64,123	10.4%
CAM:	\$ 3,700	0.6%
Property Tax:	\$ 6,264	1.0%
Personal Property Tax:	\$ 1,000	0.2%
Local Advertising:	\$ 12,353	2.0%
Nat'l Advertising:	\$ 12,353	2.0%
Royalty:	\$ 30,883	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 4,000	0.6%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,353	2.0%
Professional Services:	\$ 2,000	0.3%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 500	0.1%
Pest Control:	\$ 200	0.0%
Security:	\$ -	0.0%
Music:	\$ 100	0.0%
Permits & Licenses:	\$ 2,000	0.3%
Cash Over/Short:	\$ 618	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:	\$ 481,450	77.9%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 136,206	22.1%

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.