



CONFIDENTIAL Executive Summary

Purchase Price:	\$225,000
Total Annual Sales*:	\$489,990
Inventory:	\$10,000
Owner Operated Cash Flow**:	\$153,483

Edible Arrangements
1818 Marron Rd. #101
Carlsbad, CA 92008



* Trailing 12 month sales ending 12/31/2015

** 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:

Edible Arrangements was founded in East Haven Connecticut in 1999. Franchising since 2001, the brand now has 1088 stores in the US and 116 stores abroad, and is the leader in fresh fruit bouquets.

Franchise Agreement Expiration: 3/27/2016. Buyer will sign new 10 yr agreement

Royalty: 5.0%

Remodel Requirements: None at this time.

Transfer Fee: \$15,000

Advertising: 5.0%

Training Location: Connecticut

Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$3,540

Percentage Rent: N/A

Expiration: 2/1/2017

Options: TBD

CAM: \$1,026

Monthly Property Tax: \$233

Security Deposit: \$3,540

Real Property Available: No

Increases: None

Location Details:

Business Established: 4/17/2007

Owner Since: 4/17/2007

Hours of Operation: 9a-7p M-F, 9a-5p Sat

Building Type: Inline

Seating: none

Licenses Needed: business, health

Building Size: 1500 SF

Employees: 4 P/T + Owner is F/T

Well located in large busy shopping center in populous area. Other tenants include Marshall's and Dollar Tree as well as several shops and restaurants. Purchase price includes Chevy Colorado with portable refrigeration unit used for deliveries. This location is closed Sundays but franchisor will require new Buyer to be open on Sundays.

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.



Edible Arrangements PROFORMA

Trailing 12 month sales ending 12/31/2015		
SALES	\$ 489,990	
COGS:	\$ 113,433	23.2%
Crew Labor:	\$ 64,679	13.2%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,294	2.0%
Payroll Taxes*:	\$ 15,523	24.0%
R&M:	\$ 1,960	0.4%
Non-Ingredient:	\$ -	0.0%
Utilities:	\$ 12,200	2.5%
Rent:	\$ 42,480	8.7%
CAM:	\$ 12,312	2.5%
Property Tax:	\$ 2,800	0.6%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 1,715	0.4%
Nat'l Advertising:	\$ 24,500	5.0%
Royalty:	\$ 24,500	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 4,400	0.9%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 2,548	0.5%
Professional Services:	\$ 4,100	0.8%
Outside Services:	\$ -	0.0%
Permits & Licenses:	\$ 1,075	0.2%
Cash Over/Short:	\$ 490	0.1%
Employee Benefits:	\$ 400	0.1%
Auto Expense:	\$ 5,000	1.0%
Total Expenses:	\$ 336,507	68.7%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 153,483	31.3%

*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.