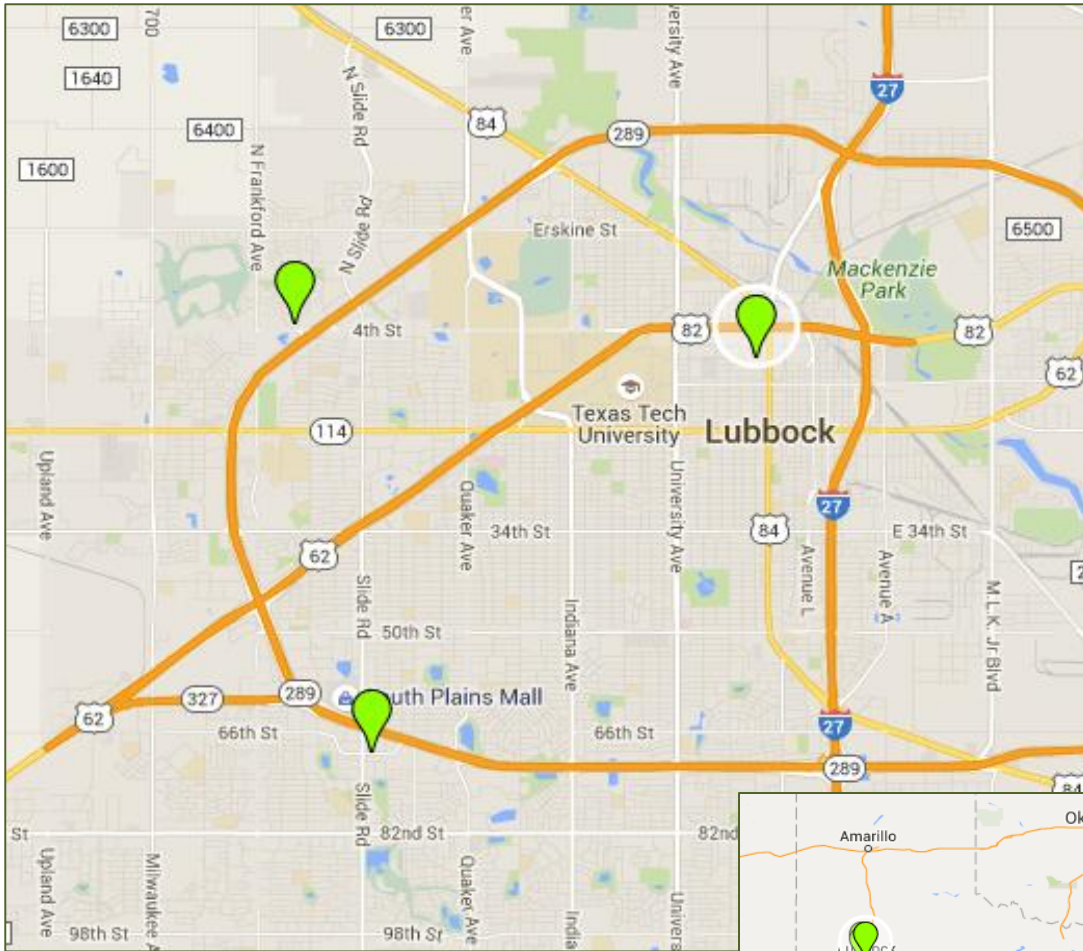


### 3 Wingstop Locations- Lubbock, TX \$3,000,000 for package



Store	T13 periods ending P4 2016	Managed Cash Flow
Wingstop #63	\$1,346,460	\$253,042
Wingstop #274	\$976,146	\$200,956
Wingstop #341	\$1,143,744	\$221,170
<b>TOTAL</b>	<b>\$3,466,349</b>	<b>\$675,168</b>



**CONFIDENTIAL Executive Summary**

Purchase Price: \$3,000,000 for package  
Total Annual Sales\*: \$1,346,460  
Inventory: \$7,000  
Managed Cash Flow\*\*: \$253,042

**Wingstop #63**  
**6807 Slide Rd, Ste G**  
**Lubbock, TX 79424**



\* T13 periods ending P4 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.

**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: 2022

Transfer Fee: \$10,000

Training Location: Dallas, TX

Royalty: 5.0%

Advertising: 3% in 2017

Training Period: 4 weeks

Remodel Requirements: None at this time.

**Lease Information:**

Monthly Base Rent: \$3,585

Options: none

Security Deposit: \$4,312

Percentage Rent: none

CAM: included

Real Property Available: none

Expiration: 6/30/2022

Monthly Property Tax: included

Increases: 7/1/2017

**Location Details:**

Business Established: 2002

Building Type: Inline

Building Size: 1765 SF

Owner Since: 2002

Seating: 20+

Employees: 15-20

Hours of Operation: 11am-12am daily

Licenses Needed: Business, health, ABC

Located in a shopping center on Slide Ave. between 69th St. and TX Loop 289. Nearby competition includes Hooters, Souper Salad, On the Border, and Johnny Carino's.

**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 #63  
PROFORMA**

T13 periods ending P4 2016		
SALES	\$ 1,346,460	
COGS:	\$ 492,131	36.6%
Crew Labor:	\$ 215,434	16.0%
GM:	\$ 33,000	2.5%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 4,969	2.0%
Payroll Taxes:	\$ 19,875	8.0%
R&M:	\$ 18,850	1.4%
Non-Ingredient:	\$ 57,898	4.3%
Utilities:	\$ 30,000	2.2%
Rent:	\$ 43,015	3.2%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.0%
Local Advertising:	\$ 13,465	1.0%
Nat'l Advertising:	\$ 40,394	3.0%
Royalty:	\$ 67,323	5.0%
Equipment Lease:	\$ 6,340	0.5%
Insurance:	\$ 9,000	0.7%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 21,543	1.6%
Professional Services:	\$ 4,500	0.3%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 600	0.0%
Pest Control:	\$ 700	0.1%
Security:	\$ 1,000	0.1%
Taxes:	\$ 5,000	0.4%
Permits & Licenses:	\$ 3,000	0.2%
Cash Over/Short:	\$ 1,346	0.1%
Non-recurring expenses:	\$ -	0.0%
Dues & Subs:	\$ 2,600	0.2%
Online Order Fees:	\$ 1,060	0.1%
Employee Benefits:	\$ 1,375	0.1%
Misc:	\$ 2,000	0.1%
Total Expenses:	\$ 1,097,517	81.5%
Other Income:	\$ 4,100	0.3%
Store Level Net Profit:	\$ 253,042	18.8%

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.



**CONFIDENTIAL Executive Summary**



Purchase Price: \$3,000,000 for package  
Total Annual Sales\*: \$976,146  
Inventory: \$7,000  
Managed Cash Flow\*\*: \$200,956

**Wingstop #274**  
**5510 4th St.**  
**Lubbock, TX 79416**

\* T13 periods ending P4 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.

**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: 2022

Transfer Fee: \$10,000

Training Location: Dallas, TX

Royalty: 5.0%

Advertising: 3% in 2017

Training Period: 4 weeks

Remodel Requirements: \$25K-\$60K within 12 months

**Lease Information:**

Monthly Base Rent: \$2,353

Options: none

Security Deposit: \$2,000

Percentage Rent: None

CAM: included

Real Property Available: No

Expiration: 4/1/2021

Monthly Property Tax: included

Increases: 2018

**Location Details:**

Business Established: 2006

Building Type: Inline

Building Size: 1526 SF

Owner Since: 2006

Seating: 20+

Employees: 15-20

Hours of Operation: 11am-12am daily

Licenses Needed: Business, health, ABC

Located in a busy Dollar Tree shopping center at the corner of Elkhart Ave. and 4th St. Nearby competition includes Beef O'Brady's, Jimmy John's, Whataburger and Slim Chickens.

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**Wingstop #274  
PROFORMA**

T13 periods ending P4 2016		
SALES	\$ 976,146	
COGS:	\$ 362,833	37.2%
Crew Labor:	\$ 156,183	16.0%
GM:	\$ 33,000	3.4%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 3,784	2.0%
Payroll Taxes:	\$ 15,135	8.0%
R&M:	\$ 13,666	1.4%
Non-Ingredient:	\$ 11,226	1.2%
Utilities:	\$ 16,300	1.7%
Rent:	\$ 28,231	2.9%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 9,761	1.0%
Nat'l Advertising:	\$ 29,284	3.0%
Royalty:	\$ 48,807	5.0%
Equipment Lease:	\$ 2,150	0.2%
Insurance:	\$ 9,000	0.9%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 23,623	2.4%
Professional Services:	\$ 4,500	0.5%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 600	0.1%
Pest Control:	\$ 600	0.1%
Security:	\$ 1,000	0.1%
Taxes:	\$ -	0.0%
Permits & Licenses:	\$ 350	0.0%
Cash Over/Short:	\$ 976	0.1%
Non-recurring expenses:	\$ -	0.0%
Dues & Subs:	\$ 2,780	0.3%
Online Order Fees:	\$ 100	0.0%
Employee Benefits:	\$ 200	0.0%
Misc:	\$ -	0.0%
Total Expenses:	\$ 775,190	79.4%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 200,956	20.6%

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## CONFIDENTIAL Executive Summary



Purchase Price:	\$3,000,000 for package	<b>Wingstop #341</b>
Total Annual Sales*:	\$1,143,744	<b>1803 7th St. Ste. 501</b>
Inventory:	\$7,000	<b>Lubbock, TX 79401</b>
Managed Cash Flow**:	\$221,170	

\* T13 periods ending P4 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:

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: 2022	Transfer Fee: \$10,000	Training Location: Dallas, TX
Royalty: 5.0%	Advertising: 3% in 2017	Training Period: 4 weeks
Remodel Requirements: \$25K-\$60K within 12 months		

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### Lease Information:

Monthly Base Rent: \$3,341	Options: 1x5 yr	Security Deposit: \$2,267
Percentage Rent: None	CAM: included	Real Property Available: No
Expiration: 5/1/2021	Monthly Property Tax: included	Increases: 7/1/2021

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### Location Details:

Business Established: 2007	Building Type: Inline	Building Size: 1600 SF
Owner Since: 2007	Seating: 20+	Employees: 15-20
Hours of Operation: 11am-12am daily	Licenses Needed: Business, health, ABC	

Located at the corner of 7th St. and Ave. S, adjacent to a WalMart. Nearby competition includes Church's, River Smith's Chicken & Catfish, Taco Bell and Burger King.

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**Wingstop #341  
PROFORMA**

T13 periods ending P4 2016		
SALES	\$ 1,143,744	
COGS:	\$ 425,015	37.2%
Crew Labor:	\$ 182,999	16.0%
GM:	\$ 33,000	2.9%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp:	\$ 4,320	2.0%
Payroll Taxes:	\$ 17,280	8.0%
R&M:	\$ 14,297	1.3%
Non-Ingredient:	\$ 27,450	2.4%
Utilities:	\$ 24,300	2.1%
Rent:	\$ 40,086	3.5%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.0%
Local Advertising:	\$ 11,437	1.0%
Nat'l Advertising:	\$ 34,312	3.0%
Royalty:	\$ 57,187	5.0%
Equipment Lease:	\$ 3,420	0.3%
Insurance:	\$ 9,000	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 23,561	2.1%
Professional Services:	\$ 4,500	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 150	0.0%
Pest Control:	\$ 600	0.1%
Security:	\$ 1,000	0.1%
Taxes:	\$ 40	0.0%
Permits & Licenses:	\$ 3,050	0.3%
Cash Over/Short:	\$ 1,144	0.1%
Non-recurring expenses:	\$ -	0.0%
Dues & Subs:	\$ 2,200	0.2%
Online Order Fees:	\$ 500	0.0%
Employee Benefits:	\$ 600	0.1%
Misc:	\$ 25	0.0%
Total Expenses:	\$ 922,574	80.7%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ 221,170	19.3%

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