



CONFIDENTIAL Executive Summary



Purchase Price: \$450,000
 Total Annual Sales*: \$1,024,682
 Inventory: \$6,000
 Owner Operated Cash Flow**: \$149,831

Jimmy John's #1661
8359 Leesburg Pike, Suite B
Vienna, VA 22182

* Trailing 12 Months Ending 9/30/2016

** 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretezels, and Cinnabon. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$300K with t least \$80K in liquid assets, or commensurate with purchase. Restaurant experience preferred by not required.

Franchise Agreement Expiration: 9/12/2021

Transfer Fee: \$12,500

Training Location: Champaign, IL and store near Buyer

Royalty: 6.0%

Advertising: 4.0%

Training Period: 7 weeks

Remodel Requirements: TBD

Lease Information:

Monthly Base Rent: \$5,474

Options: 2x5 yr

Security Deposit: \$5,474

Percentage Rent: None

CAM: \$71

Real Property Available: No

Expiration: 12/31/2021

Monthly Property Tax: \$521

Increases: 3% annually

Location Details:

Business Established: 11/1/2011

Building Type: Inline

Building Size: N/A

Owner Since: N/A

Seating: 23

Employees: 23

Hours of Operation: 10:30a-10p daily

Licenses Needed: Food Safety and local business license

Located at Hwy 7 and Hwy 123 on an endcap in a busy shopping center anchored by Marshall's, Sports Authority and Home Goods. Nearby competition includes Potbelly Sandwich Shop, Subway, Super Chicken, Wendys and Panera Bread.

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

Jimmy John's #1661

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2014	\$68,697	\$72,398	\$81,792	\$109,644	\$101,144	\$81,518	\$114,796	\$94,859	\$116,454	\$86,800	\$85,986	\$90,824	\$1,104,912
2015	\$77,587	\$81,940	\$110,614	\$90,210	\$90,699	\$114,872	\$83,752	\$86,574	\$101,948	\$81,155	\$78,683	\$88,604	\$1,086,638
\$ +/-	\$8,890	\$9,542	\$28,822	(\$19,434)	(\$10,445)	\$33,354	(\$31,044)	(\$8,285)	(\$14,506)	(\$5,645)	(\$7,303)	(\$2,220)	(\$18,274)
% +/-	13%	13%	35%	-18%	-10%	41%	-27%	-9%	-12%	-7%	-8%	-2%	-2%
2015	\$77,587	\$81,940	\$110,614	\$90,210	\$90,699	\$114,872	\$83,752	\$86,574	\$101,948	\$81,155	\$78,683	\$88,604	\$1,086,638
2016	\$67,257	\$79,072	\$98,352	\$87,105	\$99,910	\$85,759	\$80,337	\$99,257	\$79,191	\$0	\$0	\$0	\$776,240
\$ +/-	(\$10,330)	(\$2,868)	(\$12,262)	(\$3,105)	\$9,211	(\$29,113)	(\$3,415)	\$12,683	(\$22,757)				(\$61,956)
% +/-	-13%	-4%	-11%	-3%	10%	-25%	-4%	15%	-22%				-7%



**Jimmy John's #1661
PROFORMA**

Trailing 12 Months Ending 9/30/2016		
SALES	\$ 1,024,682	
COGS:	\$ 281,788	27.5%
Crew Labor:	\$ 262,319	25.6%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 5,246	2.0%
Payroll Taxes*:	\$ 29,642	11.3%
R&M:	\$ 6,148	0.6%
Non-Ingredient:	\$ 4,099	0.4%
Utilities:	\$ 19,500	1.9%
Rent:	\$ 65,687	6.4%
CAM:	\$ 856	0.1%
Property Tax:	\$ 6,249	0.6%
Personal Property Tax:	\$ 500	0.0%
Local Advertising:	\$ 7,685	0.8%
Nat'l Advertising:	\$ 40,987	4.0%
Royalty:	\$ 61,481	6.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 6,000	0.6%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 30,740	3.0%
Professional Services:	\$ 4,500	0.4%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 4,600	0.4%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 8,500	0.8%
Cash Over/Short:	\$ 1,025	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Mileage:	\$ 26,700	2.6%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 874,851	85.4%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 149,831	14.6%

*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.