



## CONFIDENTIAL Executive Summary



Purchase Price:	\$399,000	<b>Smashburger #1329</b>
Total Annual Sales*:	\$967,908	<b>210 Azala Square Blvd.</b>
Inventory:	\$7,000	<b>Charleston, SC 29483</b>
Owner Operated Cash Flow**:	\$150,593	

\* Trailing 12 Months Ending 10/31/2016

\*\* 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:

Smashburger is a fast-casual burger restaurant chain with more than 370 corporate and franchise outlets operating in 37 states and 9 countries. The company was founded in Denver, Colorado in 2007 by Tom Ryan, Rick Schaden, and private equity firm Consumer Capital Partners. Franchisor requires restaurant experience and a minimum of \$1.5M net worth with \$500K liquid.

Franchise Agreement Expiration: 20 Year Term  
Royalty: 5.0%  
Remodel Requirements: N/A

Transfer Fee: \$12,000  
Advertising: 2.0%

Training Location: Multiple Locations  
Training Period: 4 Weeks

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### Lease Information:

Monthly Base Rent: \$5,412  
Percentage Rent: N/A  
Expiration: 6/5/2018

Options: 1x5yr  
CAM: \$322  
Monthly Property Tax: \$455

Security Deposit: \$6,247  
Real Property Available: No  
Increases: in 2025

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### Location Details:

Business Established: 10/1/2013  
Owner Since: 10/1/2013  
Hours of Operation: 10a-10p Monday-Sunday

Building Type: Inline  
Seating: 70  
Licenses Needed: Business, Health, Beer

Building Size: 2095 SF  
Employees: 20

Located in shopping center, on the corner of Azala Sq Blvd and Berkely Circle. Nearby competition includes Moe's Southwest Grill, Logans, Roadhouse, Chick-fil-A, Mellow Mushroom, Ruby Tuesday and Applebees.

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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.



**MONTHLY SALES**

**Smashburger #1329**

	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	\$135,232	\$122,040	\$136,890	\$394,162
<b>2014</b>	\$94,737	\$89,129	\$116,753	\$92,918	\$85,648	\$107,712	\$87,583	\$86,269	\$87,971	\$71,417	\$71,888	\$101,870	\$1,093,895
<b>\$ +/-</b>	\$94,737	\$89,129	\$116,753	\$92,918	\$85,648	\$107,712	\$87,583	\$86,269	\$87,971	(\$63,815)	(\$50,152)	(\$35,020)	\$699,733
<b>% +/-</b>										-47%	-41%	-26%	178%
<b>2014</b>	\$94,737	\$89,129	\$116,753	\$92,918	\$85,648	\$107,712	\$87,583	\$86,269	\$87,971	\$71,417	\$71,888	\$101,870	\$1,093,895
<b>2015</b>	\$87,002	\$91,127	\$110,238	\$87,619	\$85,880	\$111,163	\$87,854	\$91,384	\$101,776	\$79,572	\$79,276	\$101,392	\$1,114,283
<b>\$ +/-</b>	(\$7,735)	\$1,998	(\$6,515)	(\$5,299)	\$232	\$3,451	\$271	\$5,115	\$13,805	\$8,155	\$7,388	(\$478)	\$20,388
<b>% +/-</b>	-8%	2%	-6%	-6%	0%	3%	0%	6%	16%	11%	10%	0%	2%
<b>2015</b>	\$87,002	\$91,127	\$110,238	\$87,619	\$85,880	\$111,163	\$87,854	\$91,384	\$101,776	\$79,572	\$79,276	\$101,392	\$1,114,283
<b>2016</b>	\$73,533	\$77,541	\$105,851	\$77,986	\$75,476	\$97,113	\$70,571	\$74,782	\$77,720	\$56,667	\$0	\$0	\$787,240
<b>\$ +/-</b>	(\$13,469)	(\$13,586)	(\$4,387)	(\$9,633)	(\$10,404)	(\$14,050)	(\$17,283)	(\$16,602)	(\$24,056)	(\$22,905)			(\$146,375)
<b>% +/-</b>	-15%	-15%	-4%	-11%	-12%	-13%	-20%	-18%	-24%	-29%			-16%



## Smashburger #1329 PROFORMA

Trailing 12 Months Ending 10/31/2016		
SALES	\$ 967,908	
COGS:	\$ 304,891	31.5%
Crew Labor:	\$ 208,100	21.5%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 2,497	1.2%
Payroll Taxes*:	\$ 17,480	8.4%
R&M:	\$ 23,230	2.4%
Non-Ingredient:	\$ 17,422	1.8%
Utilities:	\$ 32,500	3.4%
Rent:	\$ 64,944	6.7%
CAM:	\$ 3,864	0.4%
Property Tax:	\$ 5,460	0.6%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 19,358	2.0%
Nat'l Advertising:	\$ 19,358	2.0%
Royalty:	\$ 48,395	5.0%
Equipment Lease:	\$ 6,450	0.7%
Insurance:	\$ 4,750	0.5%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 20,326	2.1%
Professional Services:	\$ 4,500	0.5%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 1,675	0.2%
Pest Control:	\$ 1,075	0.1%
Security:	\$ 2,080	0.2%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,240	0.1%
Cash Over/Short:	\$ 968	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ 1,650	0.2%
Other G&A:	\$ 4,000	0.4%
Total Expenses:	\$ 817,315	84.4%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 150,593	15.6%

\*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.