



CONFIDENTIAL Executive Summary



Purchase Price:	\$735,000	Wingstop #543
Total Annual Sales*:	\$980,975	760 Stoney Point Rd. #120C
Inventory:	\$5,000	Santa Rosa, CA
Owner-Operated Cash Flow**:	\$263,567	

* Trailing 13 Periods Ending P11 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. Multi- Unit restaurant management experience required.

Franchise Agreement Expiration: 2020 with 10 yr option

Transfer Fee: \$7,500

Training Location: Dallas, TX

Royalty: 5.0%

Advertising: 2% nat'l, 2% co-op

Training Period: 4 weeks

Remodel Requirements: None

Lease Information:

Monthly Base Rent: \$4,475

Options: 3x5yr

Security Deposit: \$11,800

Percentage Rent:

CAM: included

Real Property Available: No

Expiration: 2017

Monthly Property Tax: included

Increases:

Location Details:

Business Established: 2010

Building Type: Inline

Building Size:

Owner Since: 2010

Seating:

Employees: 3 F/T, 10 P/T

Hours of Operation: 11am-Midnight daily

Licenses Needed: business, health, beer & wine

Located at Stoney Point Rd and Sebastopol, next to a Starbucks. Nearby competition includes Taco Bell, Panda Express, and a Cheesesteak Shop. Across the street is a Food Maxx and Ross Dress for Less.

Remember you have agreed to keep all FranBizNetwork listings confidential.

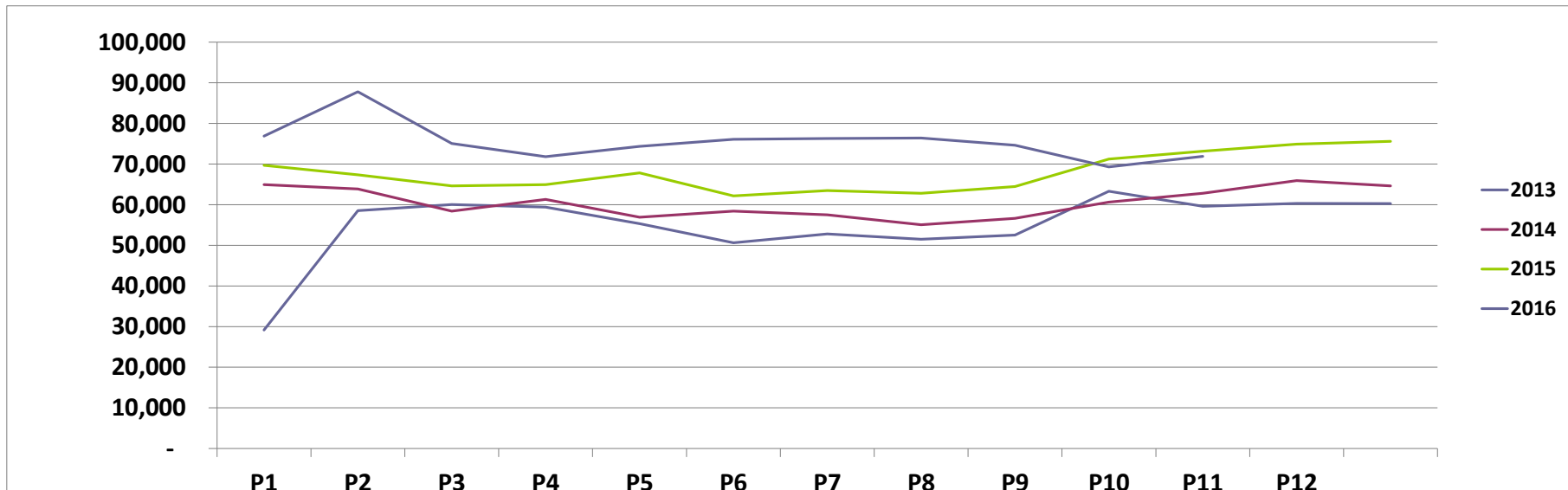
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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

Wingstop #543

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
2014	\$64,952	\$63,854	\$58,397	\$61,283	\$56,920	\$58,428	\$57,500	\$55,063	\$56,626	\$60,639	\$62,794	\$65,922	\$64,611	\$786,989
2015	\$69,701	\$67,350	\$64,614	\$64,955	\$67,819	\$62,162	\$63,462	\$62,789	\$64,475	\$71,239	\$73,177	\$74,898	\$75,587	\$882,227
\$ +/-	\$4,749	\$3,496	\$6,217	\$3,672	\$10,899	\$3,734	\$5,962	\$7,726	\$7,849	\$10,600	\$10,383	\$8,976	\$10,976	\$95,238
% +/-	7%	5%	11%	6%	19%	6%	10%	14%	14%	17%	17%	14%	17%	12%
2015	\$69,701	\$67,350	\$64,614	\$64,955	\$67,819	\$62,162	\$63,462	\$62,789	\$64,475	\$71,239	\$73,177	\$74,898	\$75,587	\$882,227
2016	\$76,863	\$87,792	\$75,060	\$71,809	\$74,337	\$76,100	\$76,300	\$76,400	\$74,630	\$69,297	\$71,902	\$0	\$0	\$830,490
\$ +/-	\$7,162	\$20,442	\$10,446	\$6,854	\$6,518	\$13,938	\$12,838	\$13,611	\$10,155	(\$1,942)	(\$1,275)			\$98,748
% +/-	10%	30%	16%	11%	10%	22%	20%	22%	16%	-3%	-2%	0%		13%





**Wingstop #543
PROFORMA**

Trailing 13 Periods Ending P11 2016		
SALES	\$ 980,975	
COGS:	\$ 304,102	31.0%
Crew Labor:	\$ 162,842	16.6%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 8,631	5.3%
Payroll Taxes*:	\$ 11,725	7.2%
R&M:	\$ 2,452	0.3%
Non-Ingredient:	\$ 4,905	0.5%
Utilities:	\$ 27,358	2.8%
Rent:	\$ 53,700	5.5%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 29,429	3.0%
Nat'l Advertising:	\$ 19,620	2.0%
Royalty:	\$ 49,049	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 8,000	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 17,265	1.8%
Professional Services:	\$ 4,500	0.5%
Misc:	\$ 6,500	0.7%
Laundry/Uniforms:	\$ 600	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 900	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 250	0.0%
Cash Over/Short:	\$ 981	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ 1,500	0.2%
Dues & Subs:	\$ 2,000	0.2%
Total Expenses:	\$ 717,408	73.1%
Other Income:	\$ -	0.0%
Owner-Operated:	\$ 263,567	26.9%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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CONFIDENTIAL Executive Summary

Purchase Price: \$175,000
Total Annual Sales*: \$263,104
Inventory: \$2,500
Owner-operated Cash Flow**: -\$40,755

Wingstop #618
229 North McDowell Blvd.
Petaluma, CA



* Trailing 13 Periods Ending P11 2015

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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. Multi- unit restaurant management experience required.

Franchise Agreement Expiration: 2023 with 10 yr option
Royalty: 5.0%
Remodel Requirements: None

Transfer Fee: \$7,500
Advertising: 2% nat'l, 2% co-op

Training Location: Dallas, TX
Training Period: 4 weeks

Lease Information:

Monthly Base Rent: \$3,136
Percentage Rent: 0.00%
Expiration: 12/1/2019

Options: 2x7yr
CAM: \$875
Monthly Property Tax: \$31

Security Deposit: \$11,800
Real Property Available: No
Increases: 3% annually

Location Details:

Business Established: 7/1/2013
Owner Since: 7/1/2013
Hours of Operation: 11am-midnight daily

Building Type: Inline
Seating:
Licenses Needed: business, health, ABC

Building Size: 1500SF
Employees: 2 F/T, 6 P/T

Well located off of 101 and Washington St., a block from the Petaluma Community Center. Nearby competition includes MJ's Grill, Zee's Diner, McDonald's and China Dragon.

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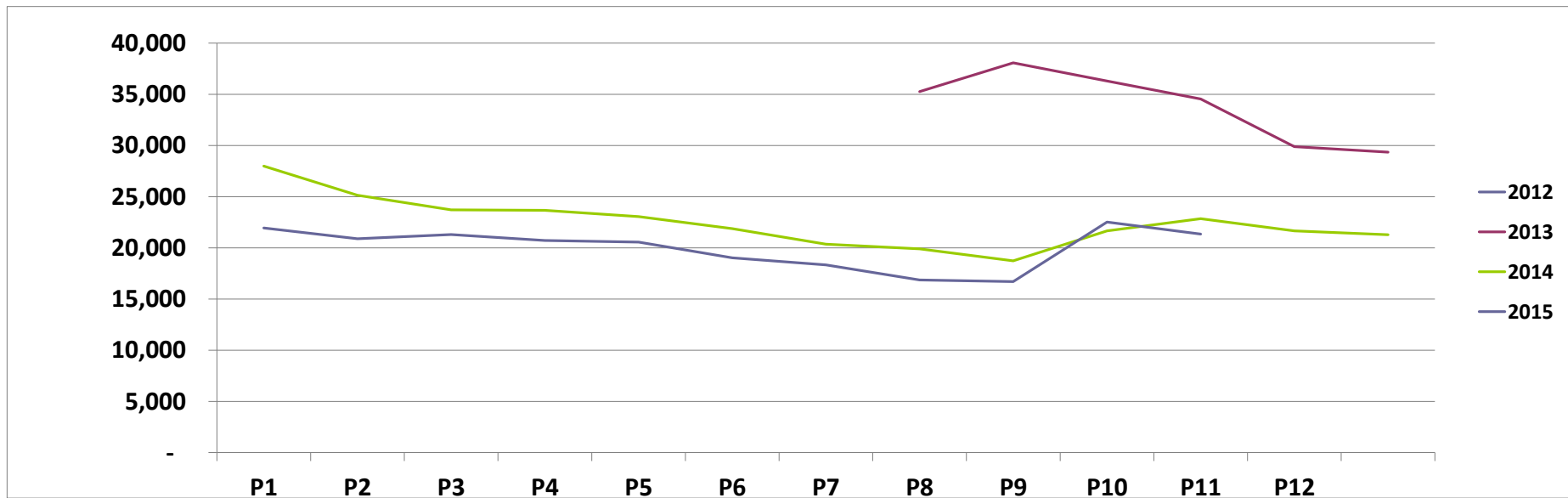
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MONTHLY SALES

Wingstop #618

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
2013	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$35,261	\$38,072	\$36,295	\$34,533	\$29,888	\$29,347	\$203,396
2014	\$27,985	\$25,140	\$23,711	\$23,657	\$23,052	\$21,882	\$20,348	\$19,901	\$18,729	\$21,650	\$22,841	\$21,346	\$21,346	\$291,588
\$ +/-	\$27,985	\$25,140	\$23,711	\$23,657	\$23,052	\$21,882	\$20,348	(\$15,360)	(\$19,343)	(\$14,645)	(\$11,692)	(\$8,542)	(\$8,001)	\$88,192
% +/-								-44%	-51%	-40%	-34%	-29%	-27%	43%
2014	\$27,985	\$25,140	\$23,711	\$23,657	\$23,052	\$21,882	\$20,348	\$19,901	\$18,729	\$21,650	\$22,841	\$21,346	\$21,346	\$291,588
2015	\$21,940	\$20,891	\$21,290	\$20,715	\$20,556	\$19,022	\$18,339	\$16,854	\$16,700	\$22,516	\$21,346	\$0	\$0	\$220,169
\$ +/-	(\$6,045)	(\$4,249)	(\$2,421)	(\$2,942)	(\$2,496)	(\$2,860)	(\$2,009)	(\$3,047)	(\$2,029)	\$866	(\$1,495)			(\$28,727)
% +/-	-22%	-17%	-10%	-12%	-11%	-13%	-10%	-15%	-11%	4%	-7%	0%	#VALUE!	-12%





**Wingstop #618
PROFORMA**

Trailing 13 Periods Ending P11 2015		
SALES	\$ 263,104	
COGS:	\$ 106,031	40.3%
Crew Labor:	\$ 63,145	24.0%
GM:	Assume Owner-Operator	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 1,560	2.5%
Payroll Taxes*:	\$ 7,982	12.6%
R&M:	\$ 1,316	0.5%
Non-Ingredient:	\$ 5,262	2.0%
Utilities:	\$ 22,300	8.5%
Rent:	\$ 37,632	14.3%
CAM:	\$ 10,500	4.0%
Property Tax:	\$ 375	0.1%
Personal Property Tax:	\$ 500	0.2%
Local Advertising:	\$ 5,262	2.0%
Nat'l Advertising:	\$ 6,578	2.5%
Royalty:	\$ 13,155	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 5,050	1.9%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 4,210	1.6%
Professional Services:	\$ 4,500	1.7%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ 250	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ 3,540	1.3%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 2,250	0.9%
Cash Over/Short:	\$ 263	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ 450	0.2%
Dues & Subs:	\$ 1,150	0.4%
Total Expenses:	\$ 303,859	115.5%
Other Income:	\$ -	0.0%
Store Level Net Profit:	\$ (40,755)	-15.5%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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