



CONFIDENTIAL Executive Summary



Purchase Price:	\$735,000	Wingstop #543
Total Annual Sales*:	\$946,995	760 Stoney Point Rd. #120C
Inventory:	\$5,000	Santa Rosa, CA
Managed Cash Flow**:	\$205,164	

* 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. Restaurant experience is a plus but not necessary.

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.



**Wingstop #543
PROFORMA**

Trailing 13 Periods Ending P11 2016		
SALES	\$ 946,995	
COGS:	\$ 293,568	31.0%
Crew Labor:	\$ 157,201	16.6%
GM:	\$ 30,000	3.2%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 9,922	5.3%
Payroll Taxes*:	\$ 13,478	7.2%
R&M:	\$ 9,470	1.0%
Non-Ingredient:	\$ 9,470	1.0%
Utilities:	\$ 27,358	2.9%
Rent:	\$ 53,700	5.7%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 28,410	3.0%
Nat'l Advertising:	\$ 18,940	2.0%
Royalty:	\$ 47,350	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 8,000	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,667	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:	\$ 947	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:	\$ 741,831	78.3%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 205,164	21.7%

*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.