



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: 6.0%	Advertising: 3.0%	Training Period: 4 weeks
Remodel Requirements: New POS due, Approx. \$15K-\$25K		

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 is the street is a Food Maxx and Ross Dress for Less.

Remember you have agreed to keep all FranBizNetwork listings confidential.

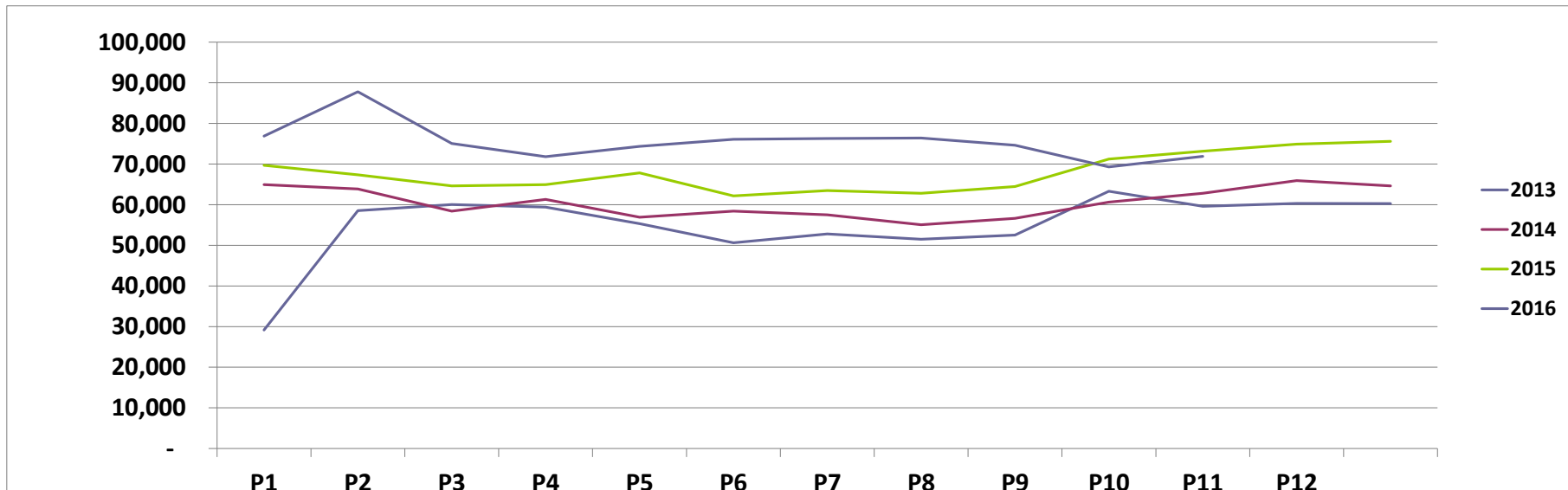
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

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.