



## CONFIDENTIAL Executive Summary

Purchase Price: \$220,000  
Total Annual Sales\*: \$583,658  
Inventory: \$5,000  
Managed Cash Flow\*\*: \$62,872

**Papa John's Pizza #4326**  
**1042 Mill Creek Road**  
**Allentown, PA 18106**



\* Trailing 12 Months Sales Ending 05/31/2018

\*\* 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:

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S. operating over 3,300 Papa John's in all 50 U.S states and 30 international markets. Franchisor requires minimum of 250K net worth with enough liquidity to make the purchase and still have sufficient working capital in reserve.

Franchise Agreement Expiration: in 2033

Transfer Fee: \$4,000

Training Location: Louisville, KY and in market

Royalty: 5.0%

Advertising: 3.0%

Training Period: 4-6 Weeks

Remodel Requirements: None at this time.

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### Lease Information:

Monthly Base Rent: \$2,070

Options: 2x5 yr

Security Deposit: Approx \$6,000

Percentage Rent: N/A

CAM: \$833

Real Property Available: No

Expiration: 5/31/2033

Monthly Property Tax: n/a

Increases: 0

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### Location Details:

Business Established: 6/13/2013

Building Type: Inline

Building Size: 1,380 SF

Owner Since: 6/13/2013

Seating: None

Employees: 2 FT, 13 PT

Hours of Operation: Sun-Thur 11-10 Fri-Sat till 11

Licenses Needed: Business, Health

This Papa John's is well located in the growing affluent suburb of Allentown, PA. It is located in a busy shopping center along with a Wal-Mart Supercenter. Surrounded by new development of retail and residential. Nearby competition includes Jimmy John's, Panera Bread, Chick-fil A, Texas Roadhouse and Dickey's BBQ. Price reduced, make offer!

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**Remember you have agreed to keep all FranBizNetwork listings confidential.**

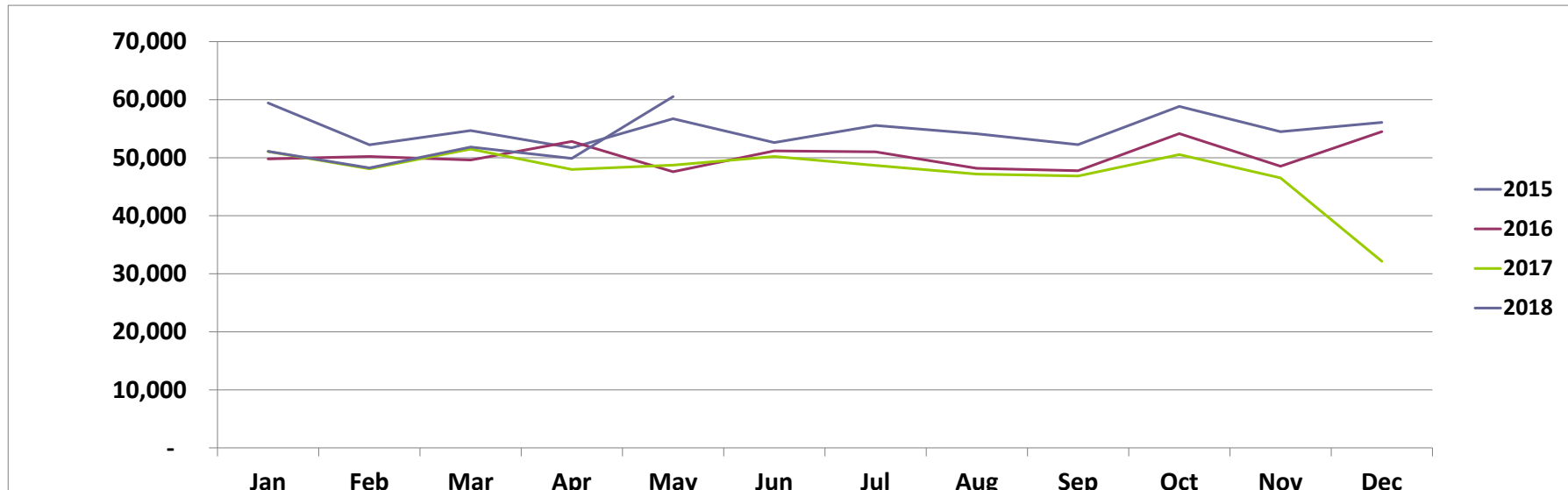
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

Papa John's Pizza #4326

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2015</b>	\$59,429	\$52,234	\$54,674	\$51,708	\$56,709	\$52,611	\$55,566	\$54,135	\$52,260	\$58,844	\$54,484	\$56,087	\$658,741
<b>2016</b>	\$49,788	\$50,197	\$49,588	\$52,798	\$47,580	\$51,163	\$51,004	\$48,157	\$47,749	\$54,158	\$48,521	\$54,487	\$605,190
<b>\$ +/-</b>	(\$9,641)	(\$2,037)	(\$5,086)	\$1,090	(\$9,129)	(\$1,448)	(\$4,562)	(\$5,978)	(\$4,511)	(\$4,686)	(\$5,963)	(\$1,600)	(\$53,551)
<b>% +/-</b>	-16%	-4%	-9%	2%	-16%	-3%	-8%	-11%	-9%	-8%	-11%	-3%	-8%
<b>2016</b>	\$49,788	\$50,197	\$49,588	\$52,798	\$47,580	\$51,163	\$51,004	\$48,157	\$47,749	\$54,158	\$48,521	\$54,487	\$605,190
<b>2017</b>	\$51,067	\$48,084	\$51,487	\$47,971	\$48,722	\$50,212	\$48,654	\$47,165	\$46,841	\$50,540	\$46,521	\$32,151	\$569,415
<b>\$ +/-</b>	\$1,279	(\$2,113)	\$1,899	(\$4,827)	\$1,142	(\$951)	(\$2,350)	(\$992)	(\$908)	(\$3,618)	(\$2,000)	(\$22,336)	(\$35,775)
<b>% +/-</b>	3%	-4%	4%	-9%	2%	-2%	-5%	-2%	-2%	-7%	-4%	-41%	-6%
<b>2017</b>	\$51,067	\$48,084	\$51,487	\$47,971	\$48,722	\$50,212	\$48,654	\$47,165	\$46,841	\$50,540	\$46,521	\$32,151	\$569,415
<b>2018</b>	\$51,098	\$48,240	\$51,840	\$49,870	\$60,526	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$261,574
<b>\$ +/-</b>	\$31	\$156	\$353	\$1,899	\$11,804								\$14,243
<b>% +/-</b>	0%	0%	1%	4%	24%								6%





**Papa John's Pizza #4326  
PROFORMA**

Trailing 12 Months Ending 12/31/2017		
SALES	\$ 583,658	
COGS:	\$ 194,942	33.4%
Crew Labor:	\$ 71,790	12.3%
GM:	\$ 30,000	5.1%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 3,664	3.6%
Payroll Taxes*:	\$ 42,701	42.0%
R&M:	\$ 3,444	0.6%
Non-Ingredient:	\$ 1,459	0.3%
Utilities:	\$ 19,969	3.4%
Rent:	\$ 29,000	5.0%
CAM:	\$ 9,996	1.7%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.1%
Local Advertising:	\$ 28,483	4.9%
Nat'l Advertising:	\$ 17,510	3.0%
Royalty:	\$ 29,183	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 8,500	1.5%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 11,673	2.0%
Professional Services:	\$ -	0.0%
Outside Services:	\$ 4,350	0.7%
Meals/Entertainment	\$ -	0.0%
Marketing:	\$ 10,925	1.9%
Charity:	\$ 270	0.0%
Delivery:	\$ 81	0.0%
Permits & Licenses:	\$ 589	0.1%
Cash Over/Short:	\$ 584	0.1%
Non-recurring expenses:	\$ -	0.0%
Training expense:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ 379	0.1%
Dues & Subscriptions:	\$ 195	0.0%
Total Expenses:	\$ 520,786	89.2%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 62,872	10.8%

\*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.