



## CONFIDENTIAL Executive Summary

Purchase Price:	\$425,000
Total Annual Sales*:	\$1,233,921
Inventory:	\$10,000
Owner-Operated Cash Flow**:	\$193,285

**BurgerFi**  
**8504 Fenton St.**  
**Silver Spring, MD, 20910**



\* Trailing 12 Months Ending 7/31/2017

\*\* 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:

Established in 2011 in North Palm Beach Florida, BurgerFi has grown to nearly 100 locations in the Eastern US and internationally. BurgerFi serves up all natural beef burgers, hot dogs, custard, fries, and onion rings. Each location also offers a selection of wine and craft beers. Franchisor requires a minimum of \$1M net worth with at least \$500K in liquid assets. Operator must be full-time, have equity in the company and have restaurant experience.

Franchise Agreement Expiration: 2023+1 option for 10 years

Transfer Fee: \$2,500

Training Location: North Palm Beach, FL

Royalty: 5.5%

Advertising: 1.0%

Training Period: 3 weeks

Remodel Requirements: Upon request. Max once every 5 years.

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### Lease Information:

Monthly Base Rent: \$10,410

Options: 2x5 yr

Security Deposit: \$10,410

Percentage Rent: 4% over \$3.123M in sales

CAM: \$1,563

Real Property Available: N/A

Expiration: 1/30/2024

Monthly Property Tax: \$496

Increases: 12% every 5 years

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### Location Details:

Business Established: 7/30/2013

Building Type: Inline

Building Size: 3175 SF

Owner Since: 7/30/2013

Seating: 108

Employees: 30

Hours of Operation: Sun- Thu (11a-10p); Fri & Sat (11a-11p)

Licenses Needed: Liquor, Food Handling and ServSafe (Liquor + Food)

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Located off of Fenton St. in a large retail shopping plaza. Nearby vendors include Copper Canyon Grill, Courtyard, Whole Foods, Chick Fil-A and Regal Cinemas.

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

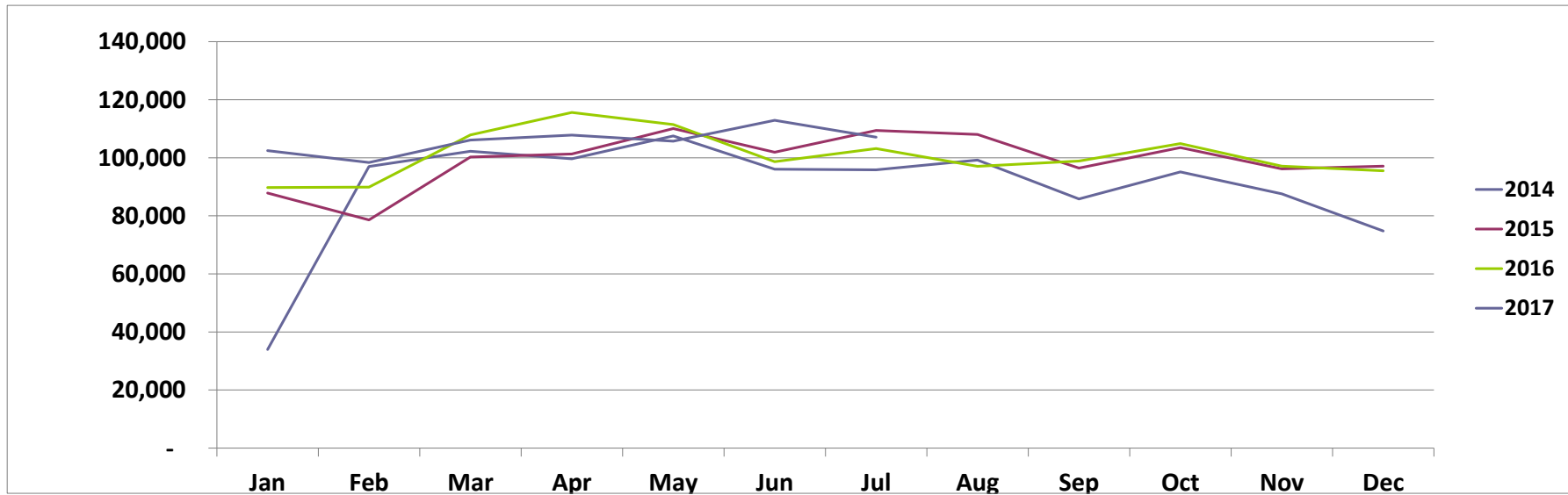
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

**BurgerFi**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2014</b>	\$33,959	\$97,034	\$102,272	\$99,632	\$107,531	\$96,057	\$95,831	\$99,228	\$85,816	\$95,152	\$87,570	\$74,802	\$1,074,884
<b>2015</b>	\$87,850	\$78,604	\$100,252	\$101,315	\$110,067	\$101,913	\$109,426	\$108,011	\$96,453	\$103,525	\$96,179	\$97,101	\$1,190,696
<b>\$ +/-</b>	\$53,891	(\$18,430)	(\$2,020)	\$1,683	\$2,536	\$5,856	\$13,595	\$8,783	\$10,637	\$8,373	\$8,609	\$22,299	\$115,812
<b>% +/-</b>	159%	-19%	-2%	2%	2%	6%	14%	9%	12%	9%	10%	30%	11%
<b>2015</b>	\$87,850	\$78,604	\$100,252	\$101,315	\$110,067	\$101,913	\$109,426	\$108,011	\$96,453	\$103,525	\$96,179	\$97,101	\$1,190,696
<b>2016</b>	\$89,749	\$89,916	\$107,872	\$115,613	\$111,432	\$98,662	\$103,207	\$97,038	\$98,889	\$104,901	\$97,117	\$95,515	\$1,209,911
<b>\$ +/-</b>	\$1,899	\$11,312	\$7,620	\$14,298	\$1,365	(\$3,251)	(\$6,219)	(\$10,973)	\$2,436	\$1,376	\$938	(\$1,586)	\$19,215
<b>% +/-</b>	2%	14%	8%	14%	1%	-3%	-6%	-10%	3%	1%	1%	-2%	2%
<b>2016</b>	\$89,749	\$89,916	\$107,872	\$115,613	\$111,432	\$98,662	\$103,207	\$97,038	\$98,889	\$104,901	\$97,117	\$95,515	\$1,209,911
<b>2017</b>	\$102,451	\$98,376	\$106,108	\$107,838	\$105,697	\$112,912	\$107,079	\$0	\$0	\$0	\$0	\$0	\$740,461
<b>\$ +/-</b>	\$12,702	\$8,460	(\$1,764)	(\$7,775)	(\$5,735)	\$14,250	\$3,872						\$24,010
<b>% +/-</b>	14%	9%	-2%	-7%	-5%	14%	4%						3%





## BurgerFi PROFORMA

Trailing 12 Months Ending 7/31/2017		
SALES	\$ 1,233,921	
COGS:	\$ 322,300	26.1%
Crew Labor:	\$ 234,445	19.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ 77,449	6.3%
Workers Comp*:	\$ 6,238	2.0%
Payroll Taxes*:	\$ 29,318	9.4%
R&M:	\$ 18,509	1.5%
Non-Ingredient:	\$ 33,933	2.8%
Utilities:	\$ 48,150	3.9%
Rent:	\$ 124,920	10.1%
CAM:	\$ 18,753	1.5%
Property Tax:	\$ 5,949	0.5%
Personal Property Tax:	\$ 500	0.0%
Local Advertising:	\$ 3,085	0.3%
Nat'l Advertising:	\$ 12,339	1.0%
Royalty:	\$ 67,866	5.5%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 8,000	0.6%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 24,678	2.0%
Professional Services:	\$ 4,500	0.4%
Outside Services:	\$ 1,180	0.1%
Laundry/Uniforms:	\$ 1,200	0.1%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Music:	\$ 200	0.0%
Permits & Licenses:	\$ 500	0.0%
Cash Over/Short:	\$ 1,234	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 260	0.0%
Total Expenses:	\$ 1,046,106	84.8%
Other Income:	\$ 5,470	0.4%
Owner-Operated Cash Flow:	\$ 193,285	15.7%

\*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.