



## CONFIDENTIAL Executive Summary



Purchase Price:	\$199,000	<b>Subway- Dawson 24053</b>
Total Annual Sales*:	\$312,565	<b>107 East Hwy 31</b>
Inventory:	\$3,000	<b>Dawson, TX, 76639</b>
Owner-Operated Cash Flow**:	\$89,594	

\* Trailing 12 Months Ending 09/26/2019

\*\* 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:

Subway is the world's #1 QSR chain with over 43,000 restaurants in the 110 countries. Franchisor requires sufficient net worth and liquidity and buyer must live in the area.

Franchise Agreement Expiration: N/A	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.5%	Training Period: 2 weeks
Remodel Requirements: TBD		

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### Lease Information:

Monthly Base Rent: \$1,800	Options: 2x5 yr	Security Deposit: TBD
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 5/1/2018	Monthly Property Tax: Included	Increases: TBD

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### Location Details:

Business Established: 1999	Building Type: Inline	Building Size: Approx 1800 SF
Owner Since: 2009	Seating: Approx 50	Employees: Approx 12
Hours of Operation: Sun 9a-9p, Mon-Sat 7a-10p	Licenses Needed: Business and health	

Right off of Highway 31 inside of a gas station. Surrounding vendors include Big John's Chicken and More and Highway 31 Café.

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

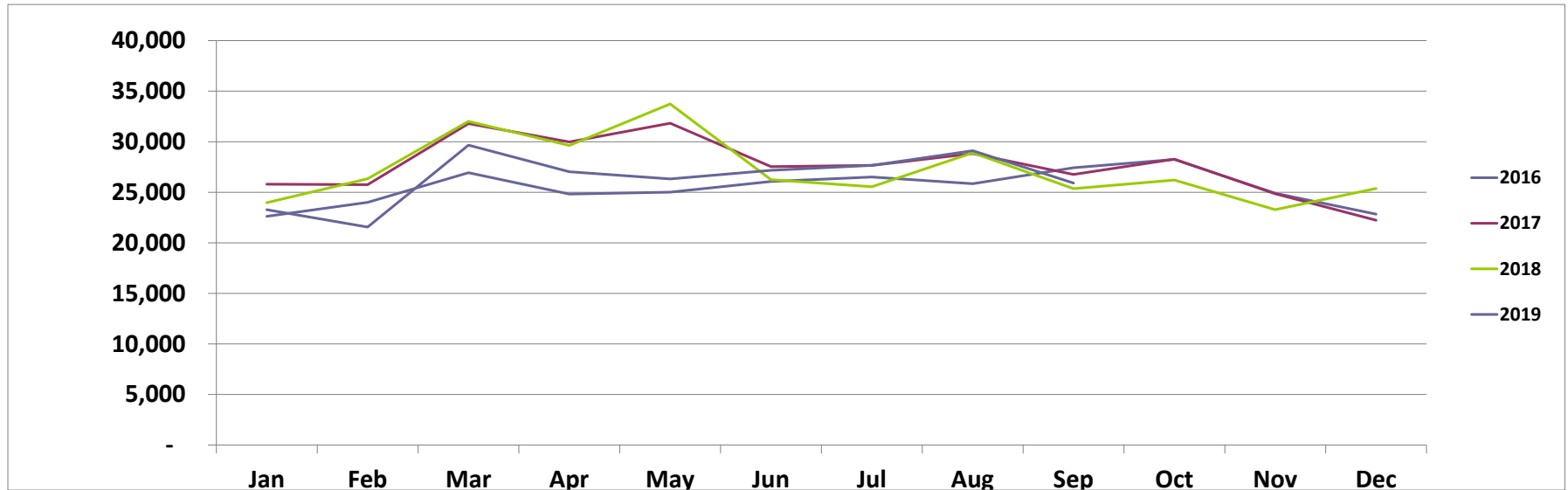
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

Subway- Dawson 24053

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$22,620	\$24,004	\$26,928	\$24,820	\$25,014	\$26,062	\$26,508	\$25,846	\$27,431	\$28,249	\$24,898	\$22,832	\$305,212
<b>2017</b>	\$25,805	\$25,752	\$31,797	\$29,983	\$31,828	\$27,536	\$27,665	\$28,821	\$26,769	\$28,281	\$24,853	\$22,236	\$331,326
<b>\$ +/-</b>	\$3,185	\$1,748	\$4,869	\$5,163	\$6,814	\$1,474	\$1,157	\$2,975	(\$662)	\$32	(\$45)	(\$596)	\$26,114
<b>% +/-</b>	14%	7%	18%	21%	27%	6%	4%	12%	-2%	0%	0%	-3%	9%
<b>2017</b>	\$25,805	\$25,752	\$31,797	\$29,983	\$31,828	\$27,536	\$27,665	\$28,821	\$26,769	\$28,281	\$24,853	\$22,236	\$331,326
<b>2018</b>	\$23,976	\$26,344	\$32,018	\$29,631	\$33,736	\$26,245	\$25,544	\$28,910	\$25,365	\$26,210	\$23,280	\$25,373	\$326,632
<b>\$ +/-</b>	(\$1,829)	\$592	\$221	(\$352)	\$1,908	(\$1,291)	(\$2,121)	\$89	(\$1,404)	(\$2,071)	(\$1,573)	\$3,137	(\$4,693)
<b>% +/-</b>	-7%	2%	1%	-1%	6%	-5%	-8%	0%	-5%	-7%	-6%	14%	-1%
<b>2018</b>	\$23,976	\$26,344	\$32,018	\$29,631	\$33,736	\$26,245	\$25,544	\$28,910	\$25,365	\$26,210	\$23,280	\$25,373	\$326,632
<b>2019</b>	\$23,281	\$21,560	\$29,663	\$27,026	\$26,319	\$27,176	\$27,656	\$29,118	\$25,903	\$0	\$0	\$0	\$237,702
<b>\$ +/-</b>	(\$695)	(\$4,784)	(\$2,355)	(\$2,605)	(\$7,417)	\$931	\$2,112	\$208	\$538				(\$14,067)
<b>% +/-</b>	-3%	-18%	-7%	-9%	-22%	4%	8%	1%	2%				-6%





**Subway- Dawson 24053  
PROFORMA**

Trailing 12 Months Ending 09/26/2019		
SALES	\$ 312,565	
COGS:	\$ 104,709	33.5%
Crew Labor:	\$ 37,508	12.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 975	2.6%
Payroll Taxes*:	\$ 3,751	10.0%
R&M:	\$ 781	0.3%
Non-Ingredient:	\$ 781	0.3%
Utilities:	\$ 1,900	0.6%
Rent:	\$ 21,600	6.9%
CAM:	\$ -	0.0%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ 500	0.2%
Local Advertising:	\$ 781	0.3%
Nat'l Advertising:	\$ 14,065	4.5%
Royalty:	\$ 25,005	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 1,700	0.5%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 3,751	1.2%
Professional Services:	\$ 4,000	1.3%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 250	0.1%
Cash Over/Short:	\$ 313	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
<b>Total Expenses:</b>	<b>\$ 222,971</b>	<b>71.3%</b>
Other Income:	\$ -	0.0%
<b>Owner-Operated Cash Flow:</b>	<b>\$ 89,594</b>	<b>28.7%</b>

\*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.