



## CONFIDENTIAL Executive Summary

Purchase Price: \$1,300,000  
Total Annual Sales\*: \$1,189,263  
Inventory: \$10,000  
Owner-Operated Cash Flow\*\*: \$307,242

**Wingstop #35**  
**700 University Dr**  
**College Station, TX 77840**

\* Trailing 12 Months Ending 4/30/2017

\*\* 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:

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. Wingstop ownership or multi-unit restaurant management experience required.

Franchise Agreement Expiration: 2021

Transfer Fee: \$10,000

Training Location: Dallas, TX

Royalty: 6.0%

Advertising: 2.0%

Training Period: 4 weeks

Remodel Requirements: None at this time.

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### Lease Information:

Monthly Base Rent: \$2,268

Options: 2x5yr

Security Deposit: \$1,603

Percentage Rent: 0.00%

CAM: \$655

Real Property Available: No

Expiration: 10/31/2027

Monthly Property Tax: \$0

Increases: 5% in Nov 2020

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### Location Details:

Business Established: 2001

Building Type: Inline

Building Size: 1425 SF

Owner Since: 2011

Seating: 35

Employees: 15

Hours of Operation: 11-midnight daily

Licenses Needed: business, health, ABC

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Located in shopping center on corner of University Dr and Tarrow St. Nearby competition includes Mickey's Sliders, Golden Corral, and Grub Burger Bar.

**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 #35  
PROFORMA**

| <b>Trailing 12 Months Ending 4/30/2017</b> |                    |                      |
|--|--------------------|----------------------|
| SALES                                      | \$                 | 1,189,263            |
| COGS:                                      | \$                 | 451,920 38.0%        |
| Crew Labor:                                | \$                 | 184,336 15.5%        |
| GM:  | Assume Owner is GM |                      |
| Other Store Level Mgmt:                    | \$                 | - 0.0%               |
| Workers Comp*:                             | \$                 | 3,687 2.0%           |
| Payroll Taxes*:                            | \$                 | 18,434 10.0%         |
| R&M:                                       | \$                 | 11,893 1.0%          |
| Non-Ingredient:                            | \$                 | 11,893 1.0%          |
| Utilities:                                 | \$                 | 31,000 2.6%          |
| Rent:                                      | \$                 | 27,216 2.3%          |
| CAM:                                       | \$                 | 7,860 0.7%           |
| Property Tax:                              | \$                 | 4,000 0.3%           |
| Personal Property Tax:                     | \$                 | 500 0.0%             |
| Local Advertising:                         | \$                 | 2,379 0.2%           |
| Nat'l Advertising:                         | \$                 | 23,785 2.0%          |
| Royalty:                                   | \$                 | 71,356 6.0%          |
| Equipment Lease:                           | \$                 | - 0.0%               |
| Insurance:                                 | \$                 | 4,500 0.4%           |
| Bank Charges:                              | \$                 | 600 0.1%             |
| Credit Card Fees:                          | \$                 | 17,125 1.4%          |
| Professional Services:                     | \$                 | 4,500 0.4%           |
| Outside Services:                          | \$                 | - 0.0%               |
| Laundry/Uniforms:                          | \$                 | - 0.0%               |
| Pest Control:                              | \$                 | 650 0.1%             |
| Security:                                  | \$                 | 700 0.1%             |
| Music:                                     | \$                 | - 0.0%               |
| Permits & Licenses:                        | \$                 | 2,500 0.2%           |
| Cash Over/Short:                           | \$                 | 1,189 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>\$</b>          | <b>882,021 74.2%</b> |
| Other Income:                              | \$                 | - 0.0%               |
| <b>Owner-Operated Cash Flow:</b>           | <b>\$</b>          | <b>307,242 25.8%</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.