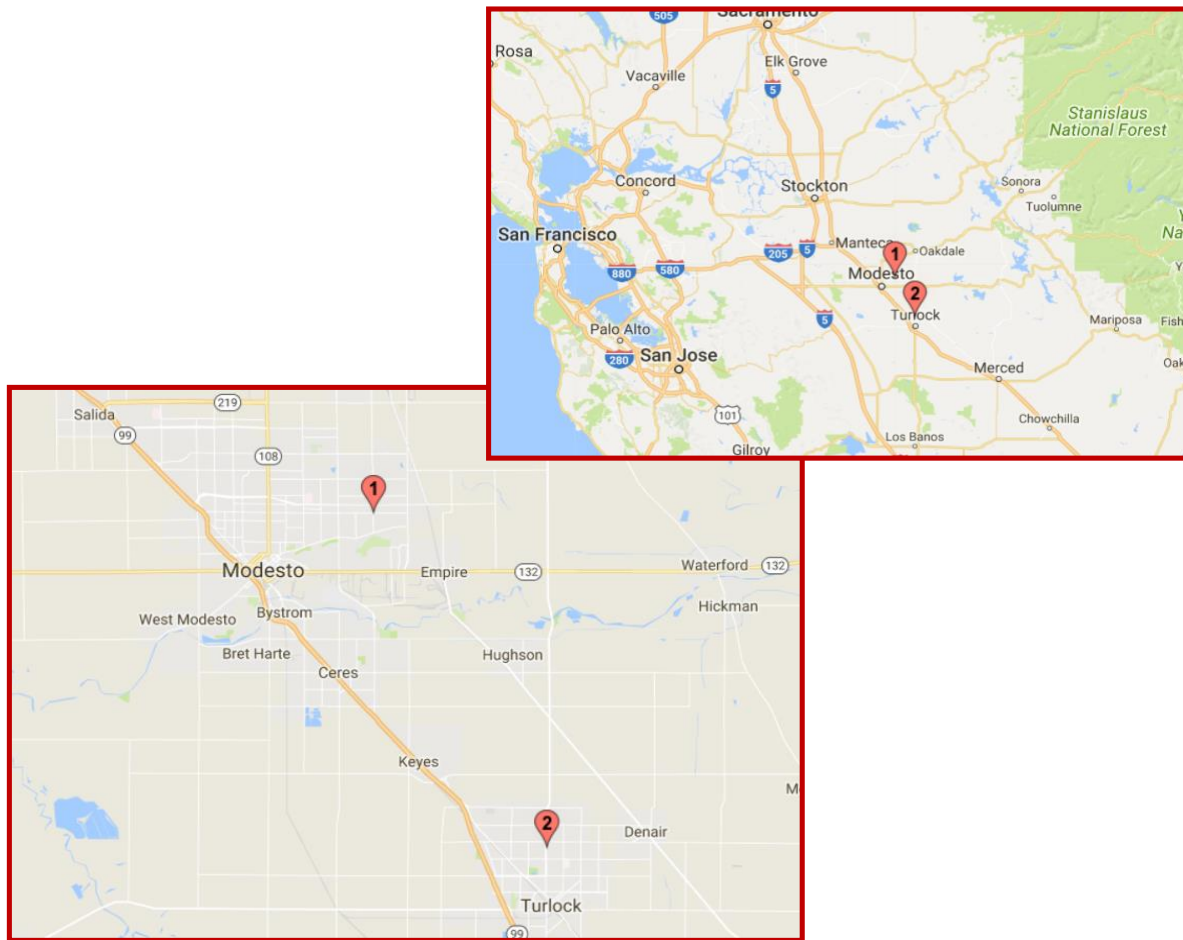


## Edible Arrangements- 2 units in Modesto CA

Price: \$290,000



Stores are within 20 minutes of each other, just South of Stockton. Cash flow includes Area Manager's salary.

Store	Trailing 12 Months Ending 2/28/2018	Managed Cash Flow
Edible Arrangements #1326	\$508,839	\$138,221
Edible Arrangements #1549	\$262,736	\$8,418
<b>TOTAL</b>	<b>\$771,575</b>	<b>\$146,639</b>



## CONFIDENTIAL Executive Summary

Purchase Price: \$290,000 for the package  
Total Annual Sales\*: \$508,839  
Inventory: \$500  
Managed Cash Flow\*\*: \$138,221

**Edible Arrangements #1326**  
**1320 Floyd Ave, Suite #103**  
**Modesto, CA, 95355**



\* Trailing 12 Months Ending 2/28/2018

\*\* 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:

Connecticut in 1999. Franchising since 2001, the brand now has 1088 stores in the US and 116 stores abroad, and is the leader in fresh fruit bouquets. Edible Arrangements was ranked number 40 on Entrepreneur magazine's 2013 Entrepreneur Franchise 500 and has appeared on the magazine's list of Top Global Franchises and Fastest-Growing Franchises for five consecutive years. It was also ranked first in category in the Franchise 500 in the years 2007, 2008, 2009, 2010, 2011, 2012, and 2013.

Franchise Agreement Expiration: 7/30/2021

Transfer Fee: \$10,000

Training Location: Wallingford, CT

Royalty: 5.0%

Advertising: 3.5%

Training Period: 2 weeks

Remodel Requirements: Equipment upgrade approx \$70K total cost. \$35K remodel allowance.

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### Lease Information:

Monthly Base Rent: \$2,164

Options: 1x5 yr

Security Deposit: \$1,760

Percentage Rent: None

CAM: \$373

Real Property Available: No

Expiration: 7/1/2021

Monthly Property Tax: \$313

Increases: 3% annually

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### Location Details:

Business Established: 10/1/2011

Building Type: Strip Mall

Building Size: 1,100 SF

Owner Since: 10/1/2011

Seating: None

Employees: 6

Hours of Operation: M-F 8a-7p, Sat 8a-5p, Sun 10a-3p

Licenses Needed: Business and Health

Equipment Value: \$20,000

Located at the corner of Roselle Avenue and Floyd Avenue. Nearby stores include Panda Express, Buffalo Wild Wings, Mountain Mike's Pizza and Squeeze Inn. Proforma includes Area Manager's salary.

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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.





**Edible Arrangements #1326  
PROFORMA**

<b>Trailing 12 Months Ending 2/28/2018</b>		
SALES	\$ 508,839	
COGS:	\$ 101,768	20.0%
Crew Labor:	\$ 55,972	11.0%
GM:	\$ 35,000	6.9%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 5,458	6.0%
Payroll Taxes*:	\$ 28,747	31.6%
R&M:	\$ 1,272	0.3%
Non-Ingredient:	\$ 1,272	0.3%
Utilities:	\$ 8,210	1.6%
Rent:	\$ 25,968	5.1%
CAM:	\$ 4,476	0.9%
Property Tax:	\$ 3,756	0.7%
Personal Property Tax:	\$ 3,600	0.7%
Local Advertising:	\$ 1,018	0.2%
Nat'l Advertising:	\$ 17,809	3.5%
Royalty:	\$ 25,442	5.0%
Equipment Lease:	\$ 950	0.2%
Insurance:	\$ 2,750	0.5%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 6,360	1.3%
Professional Services:	\$ 4,000	0.8%
Outside Services:	\$ 8,550	1.7%
Laundry/Uniforms:	\$ 200	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Auto	\$ 21,200	4.2%
Permits & Licenses:	\$ 475	0.1%
Cash Over/Short:	\$ 509	0.1%
	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Non-recurring expense:	\$ -	0.0%
Employee Benefits:	\$ 380	0.1%
Other G&A:	\$ 4,875	1.0%
<b>Total Expenses:</b>	<b>\$ 370,618</b>	<b>72.8%</b>
Other Income:	\$ -	0.0%
<b>Managed Cash Flow:</b>	<b>\$ 138,221</b>	<b>27.2%</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.



## CONFIDENTIAL Executive Summary

Purchase Price: \$290,000 for the package  
Total Annual Sales\*: \$262,736  
Inventory: \$500  
Managed Cash Flow\*\*: \$8,418

**Edible Arrangements #1549**  
**2840 Greer Rd.**  
**Turlock, CA, 95382**



\* Trailing 12 Months Ending 2/28/2018

\*\* 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:

Connecticut in 1999. Franchising since 2001, the brand now has 1088 stores in the US and 116 stores abroad, and is the leader in fresh fruit bouquets. Edible Arrangements was ranked number 40 on Entrepreneur magazine's 2013 Entrepreneur Franchise 500 and has appeared on the magazine's list of Top Global Franchises and Fastest-Growing Franchises for five consecutive years. It was also ranked first in category in the Franchise 500 in the years 2007, 2008, 2009, 2010, 2011, 2012, and 2013.

Franchise Agreement Expiration: 6/30/2024  
Royalty: 5.0%  
Remodel Requirements: None

Transfer Fee: \$10,000  
Advertising: 3.5%

Training Location: Wallingford, CT  
Training Period: 2 weeks

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### Lease Information:

Monthly Base Rent: \$2,425  
Percentage Rent: None  
Expiration: 11/1/2019

Options: 1x5 yr  
CAM: \$317  
Monthly Property Tax: \$250

Security Deposit: \$2,977  
Real Property Available: No  
Increases: 3% annually

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### Location Details:

Business Established: 4/1/2015  
Owner Since: 4/1/2015  
Hours of Operation: M-F 9a-7p, Sat 9a-5p, Sun Closed

Building Type: Inline  
Seating: None  
Licenses Needed: Business and Health

Building Size: 1,200 SF  
Employees: 6  
Equipment Value: \$25,000

Located in a strip mall off of the main street Greer road. Nearby stores include Starbucks, Taco Bell, Subway, Round Table Pizza, Jack in the Box and McDonald's. Proforma includes Area Manager's salary.

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**Edible Arrangements #1549  
PROFORMA**

Trailing 12 Months Ending 2/28/2018		
SALES	\$ 262,736	
COGS:	\$ 62,268	23.7%
Crew Labor:	\$ 26,274	10.0%
GM:	\$ 35,000	13.3%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 3,064	5.0%
Payroll Taxes*:	\$ 20,220	33.0%
R&M:	\$ 1,576	0.6%
Non-Ingredient:	\$ 263	0.1%
Utilities:	\$ 9,850	3.7%
Rent:	\$ 29,100	11.1%
CAM:	\$ 3,804	1.4%
Property Tax:	\$ 3,000	1.1%
Personal Property Tax:	\$ 800	0.3%
Local Advertising:	\$ 1,051	0.4%
Nat'l Advertising:	\$ 9,196	3.5%
Royalty:	\$ 13,137	5.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 2,750	1.0%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 2,943	1.1%
Professional Services:	\$ 4,000	1.5%
Outside Services:	\$ 4,650	1.8%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ -	0.0%
Auto	\$ 15,050	5.7%
Permits & Licenses:	\$ 260	0.1%
Cash Over/Short:	\$ 263	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 5,200	2.0%
<b>Total Expenses:</b>	<b>\$ 254,318</b>	<b>96.8%</b>
Other Income:	\$ -	0.0%
<b>Managed Cash Flow:</b>	<b>\$ 8,418</b>	<b>3.2%</b>

\*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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