



CONFIDENTIAL Executive Summary



Purchase Price: \$300,000
Total Annual Sales*: \$516,702
Inventory: \$500
Managed Cash Flow**: \$142,492

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

* Trailing 12 Months Ending 12/31/2018

** 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.

Franchise Information:

Edible Arrangements was founded in East Haven, 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

Royalty: 5.0%

Remodel Requirements: No remodel required.

Transfer Fee: \$10,000

Advertising: 3.5%

Training Location: Wallingford, CT

Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$2,164

Percentage Rent: None

Expiration: 7/1/2021

Options: 1x5 yr

CAM: \$373

Monthly Property Tax: \$313

Security Deposit: \$1,760

Real Property Available: No

Increases: 3% annually

Location Details:

Business Established: 10/1/2011

Owner Since: 10/1/2011

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

Building Type: Strip Mall

Seating: None

Licenses Needed: Business and Health

Building Size: 1,100 SF

Employees: 6

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.

Remember you have agreed to keep all FranBizNetwork listings confidential.

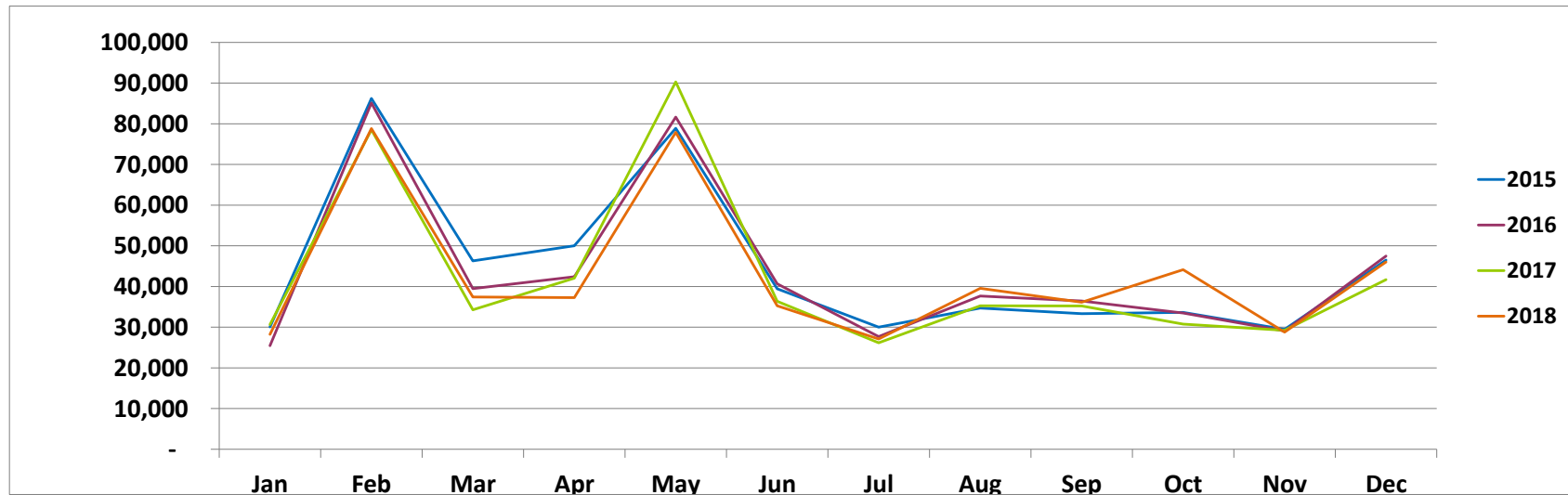
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

Edible Arrangements #1326

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2015	\$30,063	\$86,230	\$46,326	\$50,025	\$78,894	\$39,438	\$29,996	\$34,706	\$33,314	\$33,643	\$29,465	\$46,501	\$538,601
2016	\$25,458	\$85,122	\$39,479	\$42,407	\$81,647	\$40,667	\$27,689	\$37,681	\$36,454	\$33,475	\$29,051	\$47,483	\$526,613
\$ +/-	(\$4,605)	(\$1,108)	(\$6,847)	(\$7,618)	\$2,753	\$1,229	(\$2,307)	\$2,975	\$3,140	(\$168)	(\$414)	\$982	(\$11,988)
% +/-	-15%	-1%	-15%	-15%	3%	3%	-8%	9%	9%	0%	-1%	2%	-2%
2016	\$25,458	\$85,122	\$39,479	\$42,407	\$81,647	\$40,667	\$27,689	\$37,681	\$36,454	\$33,475	\$29,051	\$47,483	\$526,613
2017	\$30,629	\$78,548	\$34,295	\$42,063	\$90,298	\$36,364	\$26,166	\$35,251	\$35,219	\$30,764	\$29,223	\$41,685	\$510,505
\$ +/-	\$5,171	(\$6,574)	(\$5,184)	(\$344)	\$8,651	(\$4,303)	(\$1,523)	(\$2,430)	(\$1,235)	(\$2,711)	\$172	(\$5,798)	(\$16,108)
% +/-	20%	-8%	-13%	-1%	11%	-11%	-6%	-6%	-3%	-8%	1%	-12%	-3%
2017	\$30,629	\$78,548	\$34,295	\$42,063	\$90,298	\$36,364	\$26,166	\$35,251	\$35,219	\$30,764	\$29,223	\$41,685	\$510,505
2018	\$28,236	\$78,828	\$37,422	\$37,276	\$77,910	\$35,279	\$27,107	\$39,563	\$36,140	\$44,144	\$28,775	\$46,022	\$516,702
\$ +/-	(\$2,393)	\$280	\$3,127	(\$4,787)	(\$12,388)	(\$1,085)	\$941	\$4,312	\$921	\$13,380	(\$448)	\$4,337	\$6,197
% +/-	-8%	0%	9%	-11%	-14%	-3%	4%	12%	3%	43%	-2%	10%	1%





**Edible Arrangements #1326
PROFORMA**

Trailing 12 Months Ending 12/31/2018		
SALES	\$ 516,702	
COGS:	\$ 103,340	20.0%
Crew Labor:	\$ 56,837	11.0%
GM:	\$ 35,000	6.8%
Workers Comp*:	\$ 5,510	6.0%
Payroll Taxes*:	\$ 29,021	31.6%
R&M:	\$ 1,292	0.3%
Non-Ingredient:	\$ 1,292	0.3%
Utilities:	\$ 8,210	1.6%
Rent:	\$ 25,968	5.0%
CAM:	\$ 4,476	0.9%
Property Tax:	\$ 3,756	0.7%
Personal Property Tax:	\$ 3,600	0.7%
Local Advertising:	\$ 1,033	0.2%
Nat'l Advertising:	\$ 18,085	3.5%
Royalty:	\$ 25,835	5.0%
Equipment Lease:	\$ 950	0.2%
Insurance:	\$ 2,750	0.5%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 6,459	1.3%
Professional Services:	\$ 4,000	0.8%
Outside Services:	\$ 8,550	1.7%
Laundry/Uniforms:	\$ 200	0.0%
Auto	\$ 21,200	4.1%
Permits & Licenses:	\$ 475	0.1%
Cash Over/Short:	\$ 517	0.1%
Employee Benefits:	\$ 380	0.1%
Other G&A:	\$ 4,875	0.9%
Total Expenses:	\$ 374,210	72.4%
Managed Cash Flow:	\$ 142,492	27.6%

*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.