



CONFIDENTIAL Executive Summary



Purchase Price:	\$395,000
Total Annual Sales*:	\$958,684
Inventory:	\$5,500
Managed Cash Flow**:	\$179,064
Owner-Operated Cash Flow**:	\$213,564

Del Taco #892
3868 Shaw Ave.
Fresno, CA 93711

* Trailing 12 Months Ending 2/28/2019

** 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.

Franchise Information:

Founded in 1964, Del Taco now has over 550 locations in 17 states and is the nation's second largest Mexican QSR. Franchisor requires a minimum of two years of QSR/Restaurant experience as a General Manager or Multi Unit Manager.

Franchise Agreement Expiration: 2025

Transfer Fee: \$5,000

Training Location: Sacramento

Royalty: 5.0%

Advertising: 4.0%

Training Period: 6 weeks

Remodel Requirements: Remodeled in 2017, no remodel required currently except \$3,500 in art work which seller will complete.

Lease Information:

Monthly Base Rent: \$5,900

Options: None

Security Deposit: TBD

Percentage Rent: None

CAM: None

Real Property Available: No

Expiration: 2038

Monthly Property Tax: \$1,667

Increases: 2023

Location Details:

Business Established: 2003

Building Type: Freestanding with drive-thru

Building Size: Approx 3,800 SF

Owner Since: Nov 2016

Seating: 72

Employees: Approx 18

Hours of Operation: Su-Th 6am-12am, F-Sa 24 hours

Licenses Needed: Business, health

Equipment Value: All FF&E in good working condition.

Located on the NorthEast corner of W Shaw Ave & N Brawley Ave. Nearby competition includes Taco Bell, Rally's, Mountain Mike's Pizza. Many other restaurants and retail are located along W Shaw in either direction. Sales will increase because super Wal Mart is coming in front of store with 24/7 RV camper parking. Seller sublets part of the space, this rent has already been added back to cash flow figures. Seller willing to finance \$200K for 5 years at 6%. Will include ROFR for seller's other store #771.

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.



Del Taco #892

PROFORMA - MANAGED

Trailing 12 Months Ending 2/28/2019		
SALES	\$	958,684
COGS:	\$	278,977 29.1%
Crew Labor:	\$	212,349 22.2%
GM:	\$	30,000 3.1%
Other Store Level Mgmt:	\$	- 0.0%
Workers Comp*:	\$	7,270 3.0%
Payroll Taxes*:	\$	29,082 12.0%
R&M:	\$	1,917 0.2%
Utilities:	\$	39,150 4.1%
Rent:	\$	71,004 7.4%
Property Tax:	\$	18,000 1.9%
Personal Property Tax:	\$	500 0.1%
Nat'l Advertising:	\$	38,347 4.0%
Royalty:	\$	47,934 5.0%
Insurance:	\$	7,600 0.8%
Bank Charges:	\$	600 0.1%
Credit Card Fees:	\$	14,380 1.5%
Professional Services:	\$	4,500 0.5%
Permits & Licenses:	\$	750 0.1%
Cash Over/Short:	\$	959 0.1%
Other G&A:	\$	1,500 0.2%
Total Expenses:	\$	804,820 84.0%
Other Income:	\$	25,200 2.6%
Managed Cash Flow:	\$	179,064 18.7%

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

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 2/28/2019		
SALES	\$	958,684
COGS:	\$	278,977 29.1%
Crew Labor:	\$	212,349 22.2%
Assume Owner is GM		
Workers Comp*:	\$	6,370 3.0%
Payroll Taxes*:	\$	25,482 12.0%
R&M:	\$	1,917 0.2%
Utilities:	\$	39,150 4.1%
Rent:	\$	71,004 7.4%
Property Tax:	\$	18,000 1.9%
Personal Property Tax:	\$	500 0.1%
Nat'l Advertising:	\$	38,347 4.0%
Royalty:	\$	47,934 5.0%
Insurance:	\$	7,600 0.8%
Bank Charges:	\$	600 0.1%
Credit Card Fees:	\$	14,380 1.5%
Professional Services:	\$	4,500 0.5%
Permits & Licenses:	\$	750 0.1%
Cash Over/Short:	\$	959 0.1%
Other G&A:	\$	1,500 0.2%
Total Expenses:	\$	770,320 80.4%
Other Income:	\$	25,200 2.6%
Owner-Operated Cash Flow:	\$	213,564 22.3%

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

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Adjustment Summary

Del Taco #892
3868 Shaw Ave.
Fresno, CA 93711

P&L Period:	YE 2018	
Total Sales from P&L:	\$941,058	
Net Income from P&L:	\$212,879	
Amortization:		
Depreciation:		
Interest:		
Taxes:		
EBITDA:	\$212,879	

Adjustment Detail

EXPENSES:	Actual:	% of Sales	Projected:	% of Sales	Difference	% of Sales	Notes
COGS:	\$273,862	29.10%	\$273,848	29.10%	\$14	0.00%	
Crew Labor:	\$238,548	25.35%	\$208,444	22.15%	\$30,104	3.20%	
GM:		0.00%	\$30,000	3.19%	-\$30,000	-3.19%	GM makes \$12/hr
Other Store Level Mgmt:		0.00%		0.00%	\$0	0.00%	
Workers Comp*:	\$6,800	2.85%	\$7,153	3.00%	-\$353	-0.04%	% of total labor
Payroll Taxes*:	\$5,963	2.50%	\$28,613	12.00%	-\$22,650	-2.41%	% of total labor
R&M:	\$1,800	0.19%	\$1,882	0.20%	-\$82	-0.01%	
Non-Ingredient:		0.00%	\$0		\$0	0.00%	all n/l comes from McClane, inc in COGS
Utilities:	\$39,136	4.16%	\$39,150	4.16%	-\$14	0.00%	
Rent:	\$71,004	7.55%	\$71,004	7.55%	\$0	0.00%	based on p&l not val tab
CAM:		0.00%		0.00%	\$0	0.00%	
Property Tax:	\$18,000	1.91%	\$18,000	1.91%	\$0	0.00%	based on p&l not val tab
Personal Property Tax:		0.00%	\$500	0.05%	-\$500	-0.05%	
Local Advertising:		0.00%	\$0		\$0	0.00%	efforts are always for both stores
Nat'l Advertising:	\$37,642	4.00%	\$37,642	4.00%	\$0	0.00%	
Royalty:	\$47,052	5.00%	\$47,053	5.00%	-\$1	0.00%	
Equipment Lease:		0.00%		0.00%	\$0	0.00%	
Insurance:	\$7,600	0.81%	\$7,600	0.81%	\$0	0.00%	
Bank Charges:	\$120	0.01%	\$600	0.06%	-\$480	-0.05%	
Credit Card Fees:	\$3,600	0.38%	\$14,116	1.50%	-\$10,516	-1.12%	
Professional Services:		0.00%	\$4,500	0.48%	-\$4,500	-0.48%	
Outside Services:		0.00%		0.00%	\$0	0.00%	
Laundry/Uniforms:		0.00%		0.00%	\$0	0.00%	
Pest Control:		0.00%		0.00%	\$0	0.00%	
Security:		0.00%		0.00%	\$0	0.00%	
Music:		0.00%		0.00%	\$0	0.00%	
Permits & Licenses:	\$750	0.08%	\$750	0.08%	\$0	0.00%	
Cash Over/Short:		0.00%	\$941	0.10%	-\$941	-0.10%	
Non-recurring expenses:		0.00%		0.00%	\$0	0.00%	
Personal Expenses:		0.00%		0.00%	\$0	0.00%	
Mgmt Fee/Owner Draw:		0.00%		0.00%	\$0	0.00%	
Employee Benefits:		0.00%		0.00%	\$0	0.00%	
Other G&A:	\$1,500	0.16%	\$1,500	0.16%	\$0	0.00%	
TOTAL EXPENSES:	\$753,377	80.06%	\$793,297	84.30%	-\$39,920	-4.24%	
Other Income:	25200	2.68%	25200	2.68%			coffee shop rent
EBITDA:	\$212,881	22.62%	\$172,961	18.38%			

* Workers Comp and Payroll Taxes are shown as % of total labor.

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