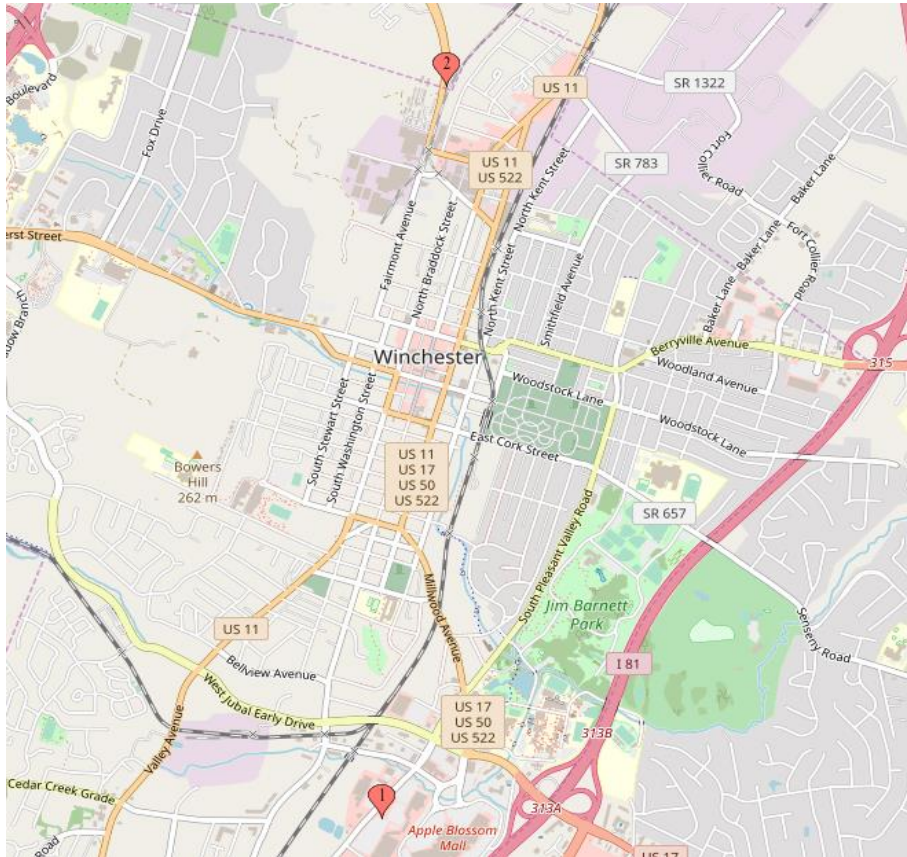


## Jimmy John's - 2 units, VA \$690,000 for package



Stores are within 15 minutes of each other in Winchester, VA. An Amazon distribution center recently opened in Winchester and an FBI building will be opening soon. Procter and Gamble has also opened a new plant, employing several hundred people.

Store	T13 Periods Ending P4 2019	Managed Cash Flow
2033 South Pleasant Valley Road	\$702,531	\$92,445
240 Rivendell Court (Space 3)	\$690,214	\$114,928
<b>TOTAL</b>	<b>\$1,392,745</b>	<b>\$207,372</b>



## CONFIDENTIAL Executive Summary



Purchase Price: \$690,000 for package  
Total Annual Sales\*: \$702,531  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$92,445

**#2086 - Winchester**  
**2033 South Pleasant Valley Road**  
**Winchester, VA 22601**

\* T13 Periods Ending P4 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2,500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretezzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$300K with at least \$80K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required.

Franchise Agreement Expiration: 2022  
Royalty: 6.0%

Transfer Fee: \$12,000  
Advertising: 4.5%

Training Location: Champaign, IL  
Training Period: 2 weeks

Remodel Requirements: Interior due in 2022

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### Lease Information:

Monthly Base Rent: \$4,260  
Percentage Rent: None  
Expiration: 2022

Options: 2x5yrs  
CAM: \$216  
Monthly Property Tax: \$192

Security Deposit: \$4,125  
Real Property Available: No  
Increases: 3% annually

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### Location Details:

Business Established: 2012  
Owner Since: 2012  
Hours of Operation: 10:30a-10p

Building Type: Inline  
Seating: 46  
Licenses Needed: Business, Health

Building Size: 1,800 SF  
Employees: 24  
Equipment Value: \$129,537

Great store that consistently performs in the top 20% of all Jimmy John's! Located in a strip mall near a large mall. Big box stores Walmart and Best Buy are in close proximity. Other tenants in/around strip mall include Hobby Lobby, Verizon Wireless, Sweet Frog and a grocery store. An Amazon distribution center recently opened in Winchester and an FBI building will be opening soon. Procter and Gamble has also opened a new plant, employing several hundred people. Nearby competition includes Jersey Mike's and Firehouse Subs.

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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.





**#2086 - Winchester  
PROFORMA**

	T13 Periods Ending P4 2019	
SALES	\$ 702,531	
COGS:	\$ 180,691	25.7%
Crew Labor:	\$ 145,143	20.7%
GM:	\$ 43,800	6.2%
Workers Comp:	\$ 3,779	2.0%
Payroll Taxes:	\$ 37,694	20.0%
R&M:	\$ 2,810	0.4%
Non-Ingredient:	\$ 4,215	0.6%
Utilities:	\$ 16,185	2.3%
Rent:	\$ 51,120	7.3%
CAM:	\$ 2,592	0.4%
Property Tax:	\$ 2,304	0.3%
Nat'l Advertising:	\$ 31,614	4.5%
Royalty:	\$ 42,152	6.0%
Insurance:	\$ 5,625	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 21,778	3.1%
Professional Services:	\$ 4,500	0.6%
Laundry/Uniforms:	\$ 1,270	0.2%
Pest Control:	\$ 400	0.1%
Permits & Licenses:	\$ 1,755	0.2%
Other G&A:	\$ 1,505	0.2%
Total Expenses:	\$ 610,086	86.8%
Managed Cash Flow:	\$ 92,445	13.2%

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: \$690,000 for package  
Total Annual Sales\*: \$690,214  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$114,928

**#2713 - Winchester**  
**240 Rivendell Court (Space 3)**  
**Winchester, VA 22603**

\* T13 Periods Ending P4 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2,500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretezzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$300K with at least \$80K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required.

Franchise Agreement Expiration: 2024

Royalty: 6.0%

Remodel Requirements: Interior due in 2024

Transfer Fee: \$12,000

Advertising: 4.5%

Training Location: Champaign, IL

Training Period: 2 weeks

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### Lease Information:

Monthly Base Rent: \$2,810

Percentage Rent: None

Expiration: 2019

Options: 2x5yrs

CAM: \$281

Monthly Property Tax: \$238

Security Deposit: \$2,810

Real Property Available: No

Increases: 12% @ 1st 5yrs, 13% @ 2nd 5yrs

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### Location Details:

Business Established: 2014

Owner Since: 2014

Hours of Operation: 10:30a -10p

Building Type: Inline endcap w/ drive-thru

Seating: 39

Licenses Needed: Business, Health

Building Size: 1,645 SF

Employees: 22

Equipment Value: \$166,551

Great store that consistently performs in the top 20% of all Jimmy John's! This store is located on the end of a strip mall and has a drive-thru. Located near the intersection on US-37 and US Rt. 522. Stores nearby include a large grocery & gas station, 2 banks, Dollar Tree and Great Clips. A high school and Holiday Inn are located within 1 mile. An Amazon distribution center recently opened in Winchester and an FBI building will be opening soon. Procter and Gamble has also opened a new plant, employing several hundred people. Nearby competition includes Subway.

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## #2713 - Winchester PROFORMA

	T13 Periods Ending P4 2019	
SALES	\$ 690,214	
COGS:	\$ 171,311	24.8%
Crew Labor:	\$ 145,773	21.1%
GM:	\$ 39,800	5.8%
Workers Comp:	\$ 3,711	2.0%
Payroll Taxes:	\$ 29,599	16.0%
R&M:	\$ 1,726	0.3%
Non-Ingredient:	\$ 6,557	1.0%
Utilities:	\$ 15,905	2.3%
Rent:	\$ 33,720	4.9%
CAM:	\$ 3,372	0.5%
Property Tax:	\$ 2,856	0.4%
Nat'l Advertising:	\$ 31,060	4.5%
Royalty:	\$ 41,413	6.0%
Insurance:	\$ 9,100	1.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 20,016	2.9%
Professional Services:	\$ 4,500	0.7%
Laundry/Uniforms:	\$ 1,205	0.2%
Pest Control:	\$ 400	0.1%
Permits & Licenses:	\$ 1,310	0.2%
Cash Over/Short:	\$ 690	0.1%
Other G&A:	\$ 1,000	0.1%
Total Expenses:	\$ 575,286	83.3%
Managed Cash Flow:	\$ 114,928	16.7%

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