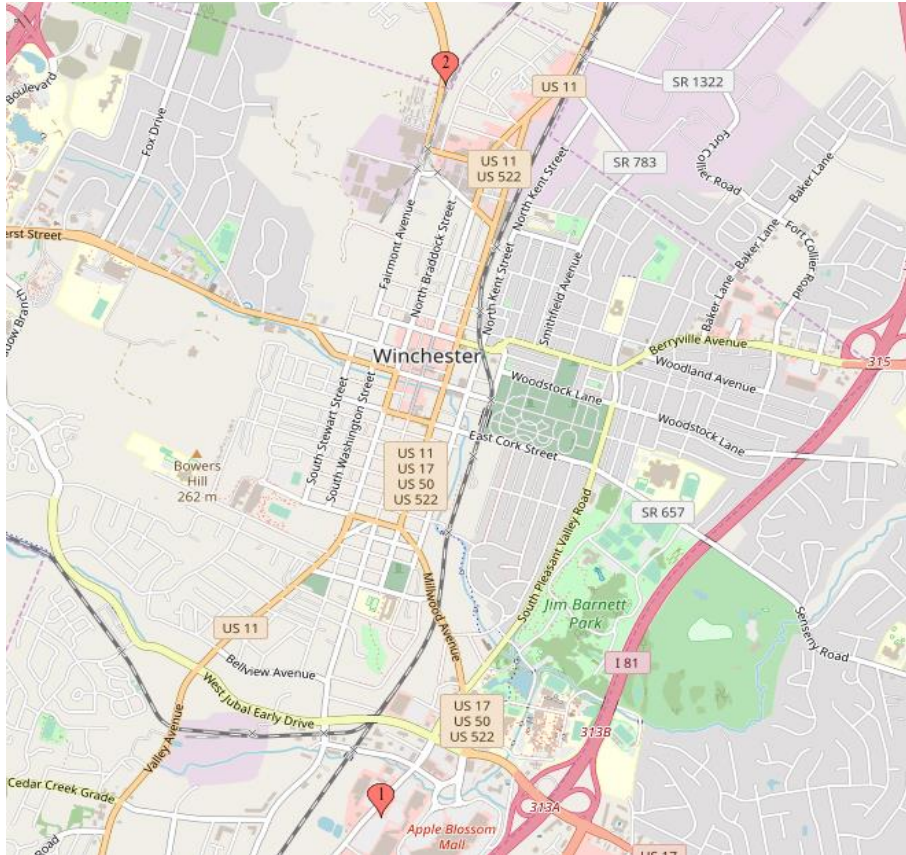


## Jimmy John's - 2 units, VA \$798,000



Stores are within 15 minutes of each other in Winchester, VA. Winchester is a neighboring suburb of Washington DC and employs several thousand people. A new FBI building, new Amazon distribution center and new Procter and Gamble plant are all in the area.

Store	T13 Periods Ending P13 2018	Cash Flow*
2033 South Pleasant Valley Road	\$743,589	\$106,378
240 Rivendell Court (Space 3)	\$689,380	\$114,639
<b>TOTAL</b>	<b>\$1,432,969</b>	<b>\$221,017</b>



### CONFIDENTIAL Executive Summary



Purchase Price: \$798,000  
 Total Annual Sales\*: \$743,589  
 Inventory: \$6,000  
 Managed Cash Flow\*\*: \$106,378

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

\* T13 Periods Ending P13 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:

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 Pretzels, 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

#### 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

#### 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 and FBI building will be opening in the area soon. Nearby competition includes Jersey Mike's and Firehouse Subs.

**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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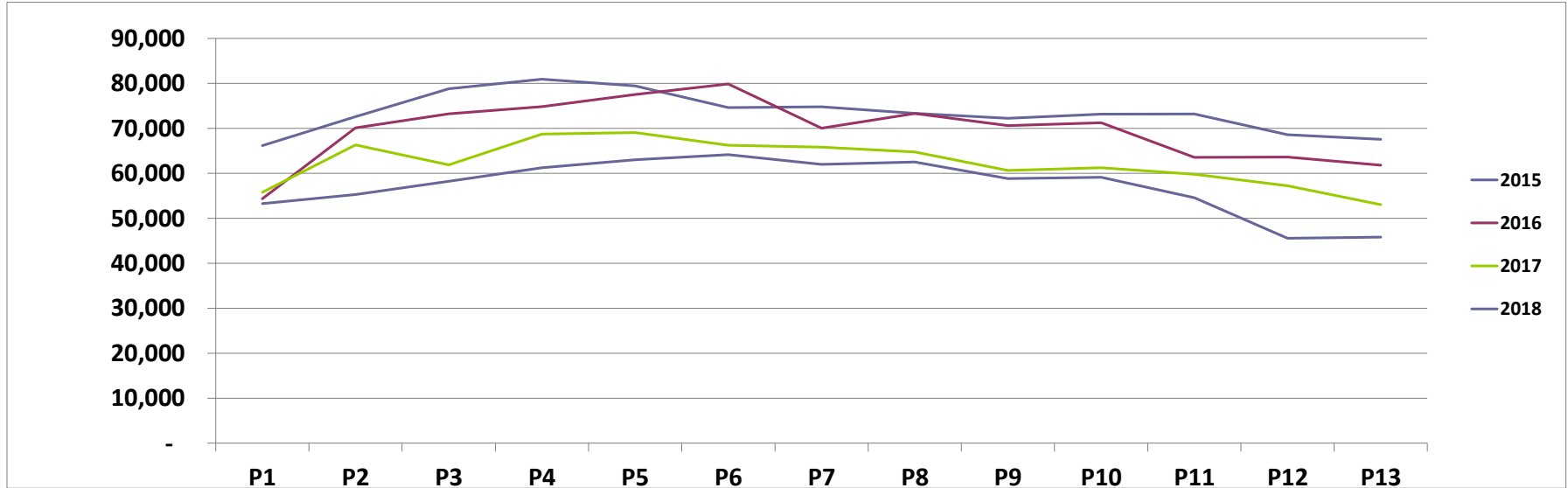


MONTHLY SALES

#2086 - Winchester

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2015</b>	\$66,161	\$72,578	\$78,790	\$80,933	\$79,442	\$74,629	\$74,794	\$73,346	\$72,246	\$73,177	\$73,201	\$68,602	\$67,546	\$955,445
<b>2016</b>	\$54,350	\$70,095	\$73,244	\$74,816	\$77,525	\$79,871	\$70,026	\$73,292	\$70,623	\$71,233	\$63,553	\$63,604	\$61,815	\$904,047
<b>\$ +/-</b>	(\$11,811)	(\$2,483)	(\$5,546)	(\$6,117)	(\$1,917)	\$5,242	(\$4,768)	(\$54)	(\$1,623)	(\$1,944)	(\$9,648)	(\$4,998)	(\$5,731)	(\$51,398)
<b>% +/-</b>	-18%	-3%	-7%	-8%	-2%	7%	-6%	0%	-2%	-3%	-13%	-7%	-8%	-5%
<b>2016</b>	\$54,350	\$70,095	\$73,244	\$74,816	\$77,525	\$79,871	\$70,026	\$73,292	\$70,623	\$71,233	\$63,553	\$63,604	\$61,815	\$904,047
<b>2017</b>	\$55,777	\$66,322	\$61,886	\$68,713	\$69,063	\$66,250	\$65,812	\$64,759	\$60,626	\$61,252	\$59,788	\$57,249	\$53,034	\$810,531
<b>\$ +/-</b>	\$1,427	(\$3,773)	(\$11,358)	(\$6,103)	(\$8,462)	(\$13,621)	(\$4,214)	(\$8,533)	(\$9,997)	(\$9,981)	(\$3,765)	(\$6,355)	(\$8,781)	(\$93,516)
<b>% +/-</b>	3%	-5%	-16%	-8%	-11%	-17%	-6%	-12%	-14%	-14%	-6%	-10%	-14%	-10%
<b>2017</b>	\$55,777	\$66,322	\$61,886	\$68,713	\$69,063	\$66,250	\$65,812	\$64,759	\$60,626	\$61,252	\$59,788	\$57,249	\$53,034	\$810,531
<b>2018</b>	\$53,263	\$55,271	\$58,224	\$61,257	\$63,015	\$64,151	\$62,004	\$62,508	\$58,822	\$59,108	\$54,591	\$45,559	\$45,816	\$743,589
<b>\$ +/-</b>	(\$2,514)	(\$11,051)	(\$3,662)	(\$7,456)	(\$6,048)	(\$2,099)	(\$3,808)	(\$2,251)	(\$1,804)	(\$2,144)	(\$5,197)	(\$11,690)	(\$7,218)	(\$66,942)
<b>% +/-</b>	-5%	-17%	-6%	-11%	-9%	-3%	-6%	-3%	-3%	-4%	-9%	-20%	-14%	-8%

\*Decline in sales is due to competition.





**#2086 - Winchester  
PROFORMA**

	T13 Periods Ending P13 2018	
SALES	\$ 743,589	
COGS:	\$ 191,251	25.7%
Crew Labor:	\$ 153,625	20.7%
GM:	\$ 43,800	5.9%
Workers Comp:	\$ 3,949	2.0%
Payroll Taxes:	\$ 39,386	20.0%
R&M:	\$ 2,974	0.4%
Non-Ingredient:	\$ 4,462	0.6%
Utilities:	\$ 16,185	2.2%
Rent:	\$ 51,120	6.9%
CAM:	\$ 2,592	0.3%
Property Tax:	\$ 2,304	0.3%
Nat'l Advertising:	\$ 33,462	4.5%
Royalty:	\$ 44,615	6.0%
Insurance:	\$ 5,625	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 23,051	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:	\$ 637,211	85.7%
Managed Cash Flow:	\$ 106,378	14.3%

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## CONFIDENTIAL Executive Summary



Purchase Price: \$798,000  
Total Annual Sales\*: \$689,380  
Inventory: \$6,000  
Managed Cash Flow\*\*: \$114,639

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

\* T13 Periods Ending P13 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:

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 Pretezels, 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%

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

Training Location: Champaign, IL  
Training Period: 2 weeks

Remodel Requirements: Interior due in 2024

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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 and FBI building will be opening in the area soon. Nearby competition includes Subway.

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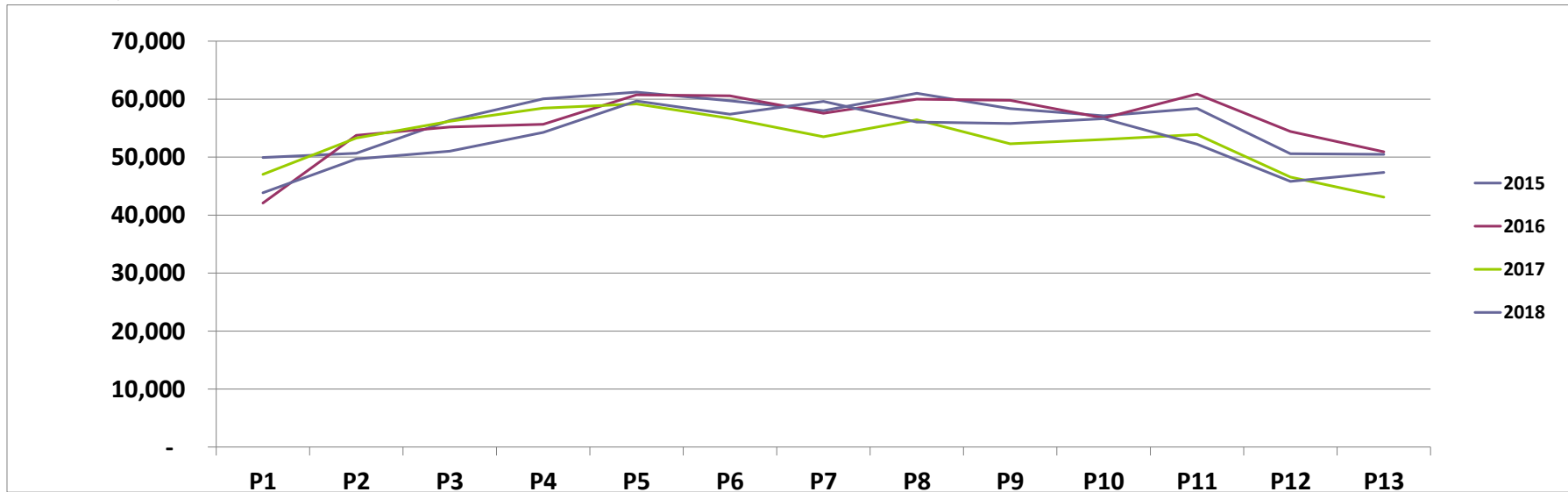
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**MONTHLY SALES**

#2713 - Winchester

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2015</b>	\$49,935	\$50,669	\$56,313	\$60,062	\$61,206	\$59,715	\$58,020	\$61,028	\$58,374	\$57,130	\$58,389	\$50,582	\$50,480	\$731,903
<b>2016</b>	\$42,083	\$53,764	\$55,200	\$55,676	\$60,739	\$60,585	\$57,573	\$59,984	\$59,804	\$56,752	\$60,880	\$54,434	\$50,916	\$728,390
<b>\$ +/-</b>	(\$7,852)	\$3,095	(\$1,113)	(\$4,386)	(\$467)	\$870	(\$447)	(\$1,044)	\$1,430	(\$378)	\$2,491	\$3,852	\$436	(\$3,513)
<b>% +/-</b>	-16%	6%	-2%	-7%	-1%	1%	-1%	-2%	2%	-1%	4%	8%	1%	0%
<b>2016</b>	\$42,083	\$53,764	\$55,200	\$55,676	\$60,739	\$60,585	\$57,573	\$59,984	\$59,804	\$56,752	\$60,880	\$54,434	\$50,916	\$728,390
<b>2017</b>	\$47,014	\$53,277	\$56,181	\$58,453	\$59,172	\$56,696	\$53,509	\$56,441	\$52,293	\$53,033	\$53,885	\$46,560	\$43,102	\$689,616
<b>\$ +/-</b>	\$4,931	(\$487)	\$981	\$2,777	(\$1,567)	(\$3,889)	(\$4,064)	(\$3,543)	(\$7,511)	(\$3,719)	(\$6,995)	(\$7,874)	(\$7,814)	(\$38,774)
<b>% +/-</b>	12%	-1%	2%	5%	-3%	-6%	-7%	-6%	-13%	-7%	-11%	-14%	-15%	-5%
<b>2017</b>	\$47,014	\$53,277	\$56,181	\$58,453	\$59,172	\$56,696	\$53,509	\$56,441	\$52,293	\$53,033	\$53,885	\$46,560	\$43,102	\$689,616
<b>2018</b>	\$43,850	\$49,678	\$51,041	\$54,260	\$59,678	\$57,402	\$59,596	\$56,045	\$55,789	\$56,621	\$52,254	\$45,816	\$47,350	\$689,380
<b>\$ +/-</b>	(\$3,164)	(\$3,599)	(\$5,140)	(\$4,193)	\$506	\$706	\$6,087	(\$396)	\$3,496	\$3,588	(\$1,631)	(\$744)	\$4,248	(\$236)
<b>% +/-</b>	-7%	-7%	-9%	-7%	1%	1%	11%	-1%	7%	7%	-3%	-2%	10%	0%

\*Decline in sales is due to competition.





## #2713 - Winchester PROFORMA

	T13 Periods Ending P13 2018	
SALES	\$ 689,380	
COGS:	\$ 171,104	24.8%
Crew Labor:	\$ 145,597	21.1%
GM:	\$ 39,800	5.8%
Workers Comp:	\$ 3,708	2.0%
Payroll Taxes:	\$ 29,571	16.0%
R&M:	\$ 1,723	0.3%
Non-Ingredient:	\$ 6,549	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:	\$ 31,022	4.5%
Royalty:	\$ 41,363	6.0%
Insurance:	\$ 9,100	1.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 19,992	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:	\$ 689	0.1%
Other G&A:	\$ 1,000	0.1%
Total Expenses:	\$ 574,741	83.4%
Managed Cash Flow:	\$ 114,639	16.6%

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