



**CONFIDENTIAL Executive Summary**



Purchase Price: \$1,000,000  
 Total Annual Sales\*: \$2,712,552  
 Inventory: \$62,000  
 Managed Cash Flow\*\*: \$487,234

**Slaters 50/50**  
**61 N. Raymond Ave**  
**Pasadena, CA**

\* Extrapolated from Jan-Dec 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:**

Slater's 50/50 was founded in 2009 in Anaheim Hills, California by Scott Slater, a SoCal native with a passion for burgers, bacon and craft beer and a disdain for the boring. Inspired by the belief that bacon is meat candy, Scott created the original 50/50 patty– made of 50% ground bacon and 50% ground beef – and a menu full of amplified burgers and indulgent dishes to pair with one of the most mind-blowing selections of local and regional craft beer available on tap anywhere. Over the past six years, Slater's 50/50 has won numerous "Best Of" awards and is constantly mentioned among the best of the best in local, regional, and national media outlets including People, Food & Wine, Huffington Post, The Howard Stern Show and many more.

Franchise Agreement Expiration: None  
 Royalty: 5.0%  
 Remodel Requirements: None

Transfer Fee: None  
 Advertising: Voluntary, seller paying 2%

Training Location: Near buyer  
 Training Period: 2 weeks

**Lease Information:**

Monthly Base Rent: \$17,890  
 Percentage Rent: N/A  
 Expiration: 5/1/2028

Options: 1x5 yr  
 CAM: Included in rent  
 Monthly Property Tax: \$2,871

Security Deposit: \$35,780  
 Real Property Available: No  
 Increases: Negotiated in 5 years

**Location Details:**

Business Established: 9/2013  
 Owner Since: 8/1/2017  
 Hours of Operation: 10a-11p daily

Building Type: Inline  
 Seating: 212  
 Licenses Needed: Business and Health

Building Size: 5,850 SF  
 Employees: 39  
 Equipment Value: \$150,000

Located in a busy downtown area of Pasadena on the corner of Union Street and N. Raymond Ave. Nearby stores include Saigon Noodle, Osawa, Dots Cupcakes and The Cheesecake Factory. Competition in this area include Old Town Pub and Eden Garden Bar and Grill.

**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.



## Slaters 50/50 PROFORMA

Extrapolated from Jan-Dec 2018		
SALES	\$ 2,712,552	
COGS:	\$ 712,045	26.3%
Crew Labor:	\$ 542,510	20.0%
GM:	\$ 40,000	1.5%
Workers Comp*:	\$ 23,300	4.0%
Payroll Taxes*:	\$ 93,202	16.0%
R&M:	\$ 85,445	3.2%
Non-Ingredient:	\$ 27,126	1.0%
Utilities:	\$ 65,000	2.4%
Rent:	\$ 214,680	7.91%
CAM:	\$ 60,000	2.2%
Property Tax:	\$ 6,000	0.2%
Personal Property Tax:	\$ 3,200	0.1%
Local Advertising:	\$ 40,688	1.5%
Royalty:	\$ 135,628	5.0%
Insurance:	\$ 16,000	0.6%
Bank Charges:	\$ 600	0.0%
Credit Card Fees:	\$ 54,251	2.0%
Professional Services:	\$ 4,500	0.2%
Outside Services:	\$ 20,600	0.8%
Laundry/Uniforms:	\$ 2,530	0.1%
Music:	\$ 10,500	0.4%
Permits & Licenses:	\$ 41,300	1.5%
Cash Over/Short:	\$ 2,713	0.1%
Employee Benefits:	\$ 5,200	0.2%
Other G&A:	\$ 22,000	0.8%
<b>Total Expenses:</b>	<b>\$ 2,229,018</b>	<b>82.2%</b>
Other Income:	\$ 3,700	0.1%
<b>Managed Cash Flow:</b>	<b>\$ 487,234</b>	<b>18.0%</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.