



## CONFIDENTIAL Executive Summary



Purchase Price:	\$199,000
Total Annual Sales*:	\$414,741
Inventory:	\$10K-\$12K
Managed Cash Flow**:	\$68,382
Owner Operated Cash Flow**:	\$103,907

**AA VA 146/Checkers #3353**  
**6530 Trading Square**  
**Haymarket, VA, 20169**

\* Trailing 12 Months Ending 6/30/2019

\*\* 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:

Checkers & Rally's is an industry leader with over 30 years of experience and more than 870 restaurants. Guests keep coming back for the bold flavored and seared burgers, indulgent milkshakes, and Famous Seasoned Fries. Founded in 1986, Checker's merged with Rally's in 1999 to become the largest double drive-thru chain in the US. Franchisor requires a minimum of \$750k net worth with at least \$250k liquid assets. Product, purpose, and people are what set Auntie Anne's Pretzels apart from other franchise concepts. We equip aspiring business owners with the same know-how that turned a small farmer's market

Franchise Agreement Expiration: Checkers: 2/2028; AA 11/2032

Transfer Fee: Checkers \$15K; AA \$15K

Training Location: Florida- Checkers; Lancaster, PA- Auntie Anne's

Royalty: 2% Checkers, 7% Auntie Anne's

Advertising: 2% Checkers; 1% Auntie Anne's

Training Period: 30 days Checkers; 1 week Auntie Anne's

Remodel Requirements: None

### Lease Information:

Monthly Base Rent: \$2,500

Options: 1x5yr

Security Deposit: \$15,000

Percentage Rent: 0.00%

CAM: Included

Real Property Available: No

Expiration: 11/19/2022

Monthly Property Tax: \$475

Increases: N/A

### Location Details:

Business Established: 11/1/2012

Building Type: Inside Walmart

Building Size: Approx. 1,500 SF

Owner Since: 10/13/2013

Seating: 46

Employees: 10

Hours of Operation: 10a-10p

Licenses Needed: Business, Health

Equipment Value: \$150,000

Located in a busy shopping center off of John Marshall Highway. Other tenants in this shopping center are Starbucks, Urban Kitchen, Sakura Grill, Walmart and Kohl's. Competition in the surrounding area are Chick-Fil-A and McDonald's.

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

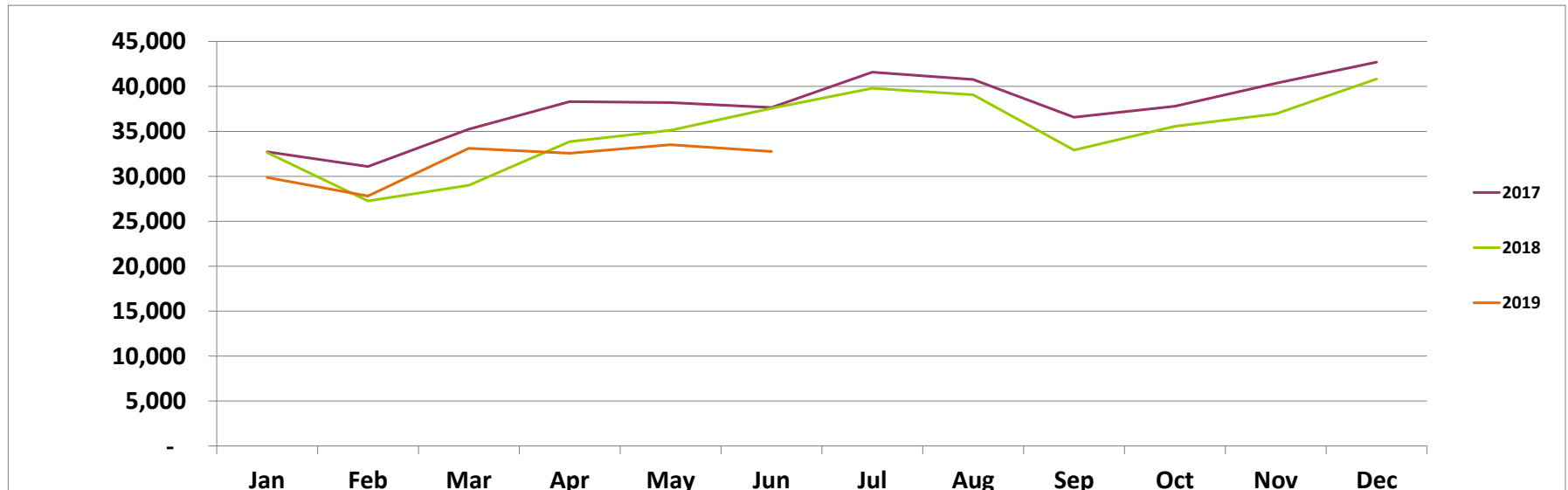
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

AA VA 146/Checkers #3353

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$40,138	\$481,656
<b>2017</b>	\$32,725	\$31,086	\$35,244	\$38,303	\$38,198	\$37,656	\$41,587	\$40,779	\$36,577	\$37,786	\$40,341	\$42,701	\$452,983
<b>\$ +/-</b>	(\$7,413)	(\$9,052)	(\$4,894)	(\$1,835)	(\$1,940)	(\$2,482)	\$1,449	\$641	(\$3,561)	(\$2,352)	\$203	\$2,563	(\$28,673)
<b>% +/-</b>	-18%	-23%	-12%	-5%	-5%	-6%	4%	2%	-9%	-6%	1%	6%	-6%
<b>2017</b>	\$32,725	\$31,086	\$35,244	\$38,303	\$38,198	\$37,656	\$41,587	\$40,779	\$36,577	\$37,786	\$40,341	\$42,701	\$452,983
<b>2018</b>	\$32,641	\$27,257	\$29,001	\$33,853	\$35,121	\$37,558	\$39,794	\$39,070	\$32,924	\$35,553	\$36,942	\$40,831	\$420,545
<b>\$ +/-</b>	(\$84)	(\$3,829)	(\$6,243)	(\$4,450)	(\$3,077)	(\$98)	(\$1,793)	(\$1,709)	(\$3,653)	(\$2,233)	(\$3,399)	(\$1,870)	(\$32,438)
<b>% +/-</b>	0%	-12%	-18%	-12%	-8%	0%	-4%	-4%	-10%	-6%	-8%	-4%	-7%
<b>2018</b>	\$32,641	\$27,257	\$29,001	\$33,853	\$35,121	\$37,558	\$39,794	\$39,070	\$32,924	\$35,553	\$36,942	\$40,831	\$420,545
<b>2019</b>	\$29,867	\$27,804	\$33,113	\$32,570	\$33,512	\$32,761	\$0	\$0	\$0	\$0	\$0	\$0	\$189,627
<b>\$ +/-</b>	(\$2,774)	\$547	\$4,112	(\$1,283)	(\$1,609)	(\$4,797)							(\$5,804)
<b>% +/-</b>	-8%	2%	14%	-4%	-5%	-13%							-3%





**AA VA 146/Checkers #3353**

**PROFORMA - MANAGED**

**PROFORMA - OWNER OPERATED**

Trailing 12 Months Ending 6/30/2019		
SALES	\$ 414,741	
COGS:	\$ 120,026	28.9%
Crew Labor:	\$ 98,874	23.8%
GM:	\$ 35,000	8.4%
Workers Comp*:	\$ 2,008	1.5%
R&M:	\$ 1,866	0.5%
Non-Ingredient:	\$ 1,037	0.3%
Utilities:	\$ 3,445	0.8%
Rent:	\$ 30,000	7.2%
Property Tax:	\$ 5,700	1.4%
Nat'l Advertising:	\$ 8,295	2.0%
Royalty:	\$ 16,050	3.9%
Equipment Lease:	\$ 1,720	0.4%
Insurance:	\$ 2,700	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,442	3.0%
Professional Services:	\$ 4,500	1.1%
Permits & Licenses:	\$ 1,000	0.2%
Cash Over/Short:	\$ 415	0.1%
Other G&A:	\$ 680	0.2%
<b>Total Expenses:</b>	<b>\$ 346,359</b>	<b>83.5%</b>
<b>Managed Cash Flow:</b>	<b>\$ 68,382</b>	<b>16.5%</b>

Trailing 12 Months Ending 6/30/2019		
SALES	\$ 414,741	
COGS:	\$ 120,026	28.9%
Crew Labor:	\$ 98,874	23.8%
Assume Owner is GM		
Workers Comp*:	\$ 1,483	1.5%
R&M:	\$ 1,866	0.5%
Non-Ingredient:	\$ 1,037	0.3%
Utilities:	\$ 3,445	0.8%
Rent:	\$ 30,000	7.2%
Property Tax:	\$ 5,700	1.4%
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Professional Services:	\$ 4,500	1.1%
Permits & Licenses:	\$ 1,000	0.2%
Cash Over/Short:	\$ 415	0.1%
Other G&A:	\$ 680	0.2%
<b>Total Expenses:</b>	<b>\$ 310,834</b>	<b>74.9%</b>
<b>Owner-Operated Cash Flow:</b>	<b>\$ 103,907</b>	<b>25.1%</b>

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

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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.