



**CONFIDENTIAL Executive Summary**



Purchase Price:	\$199,000	<b>AA VA 146/Checkers #3353</b>
Total Annual Sales*:	\$418,318	<b>6530 Trading Square</b>
Inventory:	\$10K-\$12K	<b>Haymarket, VA, 20169</b>
Managed Cash Flow**:	\$71,242	

\* 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:**

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 stand into the world's largest soft pretzel chain. Our strength and success as a franchise system have been proven since 1988.

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: 150000

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.





**AA VA 146/Checkers #3353  
PROFORMA**

Trailing 12 Months Ending 2/28/2019		
SALES	\$ 418,318	
COGS:	\$ 115,456	27.6%
Crew Labor:	\$ 103,743	24.8%
GM:	\$ 35,000	8.4%
Workers Comp*:	\$ 2,081	1.5%
R&M:	\$ 1,882	0.5%
Non-Ingredient:	\$ 1,046	0.3%
Utilities:	\$ 3,445	0.8%
Rent:	\$ 30,000	7.2%
Property Tax:	\$ 5,700	1.4%
Nat'l Advertising:	\$ 8,366	2.0%
Royalty:	\$ 16,189	3.9%
Equipment Lease:	\$ 1,720	0.4%
Insurance:	\$ 2,700	0.6%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,550	3.0%
Professional Services:	\$ 4,500	1.1%
Permits & Licenses:	\$ 1,000	0.2%
Cash Over/Short:	\$ 418	0.1%
Other G&A:	\$ 680	0.2%
Total Expenses:	\$ 347,076	83.0%
Managed Cash Flow:	\$ 71,242	17.0%

\*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.