



CONFIDENTIAL Executive Summary



Purchase Price: \$199,000
 Total Annual Sales*: \$418,318
 Inventory: \$10K-\$12K
 Owner-Operated Cash Flow**: \$106,767

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

* 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
 Royalty: 2% Checkers, 7% Auntie Anne's
 Remodel Requirements: None

Transfer Fee: Checkers \$15K; AA \$15K
 Advertising: 2% Checkers; 1% Auntie Anne's

Training Location: Florida- Checkers; Lancaster, PA- Auntie Anne's
 Training Period: 30 days Checkers; 1 week Auntie Anne's

Lease Information:

Monthly Base Rent: \$2,500
 Percentage Rent: 0.00%
 Expiration: 11/19/2022

Options: 1x5yr
 CAM: Included
 Monthly Property Tax: \$475

Security Deposit: \$15,000
 Real Property Available: No
 Increases: N/A

Location Details:

Business Established: 11/1/2012
 Owner Since: 10/13/2013
 Hours of Operation: 10a-10p

Building Type: Inside Walmart
 Seating: 46
 Licenses Needed: Business, Health

Building Size: Approx. 1,500 SF
 Employees: 10
 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.



**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%
Assume Owner is GM		
Workers Comp*:	\$ 1,556	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:	\$ 311,551	74.5%
Owner-Operated Cash Flow:	\$ 106,767	25.5%

*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.