



CONFIDENTIAL Executive Summary



Purchase Price:	\$125,000	#1082 - Clearwater
Total Annual Sales*:	\$520,887	553 S. Fort Harrison Ave
Inventory:	\$5,500	Clearwater, FL 33756
Owner Operated Cash Flow**:	\$72,769	

List price does not include inventory, franchise transfer fees, or lease security deposits.

* T13 Periods Ending P13 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2500 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 of \$80K with at least \$300K net worth.

Franchise Agreement Expiration: 8/21/2028	Transfer Fee: \$5-12K	Training Location: Champaign, IL
Royalty: 6.0%	Advertising: 4.5%	Training Period: 3 weeks
Remodel Requirements: \$15K		

Lease Information:

Monthly Base Rent: \$2,600	Options: 2x5yr	Security Deposit: \$2,500
Percentage Rent: None	CAM: \$504	Real Property Available: No
Expiration: 2/1/2020	Monthly Property Tax: \$421	Increases: TBD

Location Details:

Business Established: 2008	Building Type: Inline; end cap	Building Size: 1200 SF
Owner Since: 2008	Seating: 42	Employees: 11
Hours of Operation: 11a - 9p	Licenses Needed: Business, Health	Equipment Value: \$75,000

Great location! On the corner of S Fort Harrison Ave and Turner St. Great visibility from street. Easy access to/from strip mall. Plenty of parking in front of restaurant. Other tenants include FedEx Office, Chase bank, a pizzeria, coffee shop and nail salon. Publix grocery store is located across the street. Nearby competitors include Subway and Florida Subs & Gyros.

Remember you have agreed to keep all FranBizNetwork listings confidential.

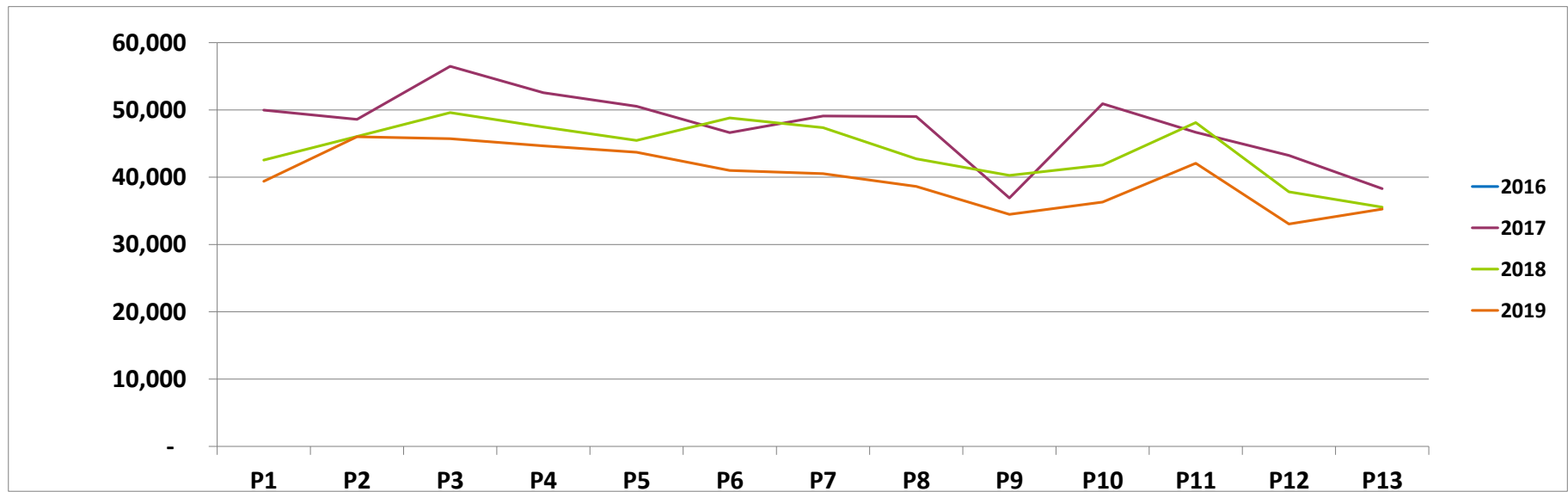
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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



SALES BY PERIOD

#1082 - Clearwater

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
2017	\$49,976	\$48,606	\$56,486	\$52,557	\$50,550	\$46,626	\$49,098	\$49,024	\$36,920	\$50,927	\$46,687	\$43,227	\$38,296	\$618,980
2018	\$42,557	\$46,072	\$49,603	\$47,460	\$45,464	\$48,818	\$47,359	\$42,751	\$40,265	\$41,823	\$48,127	\$37,836	\$35,554	\$573,689
\$ +/-	(\$7,419)	(\$2,534)	(\$6,883)	(\$5,097)	(\$5,086)	\$2,192	(\$1,739)	(\$6,273)	\$3,345	(\$9,104)	\$1,439	(\$5,391)	(\$2,742)	(\$45,291)
% +/-	-15%	-5%	-12%	-10%	-10%	5%	-4%	-13%	9%	-18%	3%	-12%	-7%	-7%
2018	\$42,557	\$46,072	\$49,603	\$47,460	\$45,464	\$48,818	\$47,359	\$42,751	\$40,265	\$41,823	\$48,127	\$37,836	\$35,554	\$573,689
2019	\$39,404	\$46,018	\$45,725	\$44,663	\$43,714	\$41,011	\$40,543	\$38,630	\$34,493	\$36,301	\$42,072	\$33,052	\$35,261	\$520,887
\$ +/-	(\$3,153)	(\$54)	(\$3,878)	(\$2,797)	(\$1,750)	(\$7,807)	(\$6,816)	(\$4,121)	(\$5,772)	(\$5,522)	(\$6,055)	(\$4,784)	(\$293)	(\$52,802)
% +/-	-7%	0%	-8%	-6%	-4%	-16%	-14%	-10%	-14%	-13%	-13%	-13%	-1%	-9%





#1082 - Clearwater PROFORMA

	T13 Periods Ending P13 2019	
SALES	\$ 520,887	
COGS:	\$ 133,868	25.7%
Crew Labor:	\$ 119,804	23.0%
Assume Owner in GM		
Workers Comp:	\$ 3,594	3.0%
Payroll Taxes:	\$ 9,704	8.1%
R&M:	\$ 5,209	1.0%
Non-Ingredient:	\$ 13,543	2.6%
Utilities:	\$ 24,605	4.7%
Rent:	\$ 31,200	6.0%
CAM:	\$ 6,054	1.2%
Property Tax:	\$ 5,052	1.0%
Nat'l Advertising:	\$ 23,440	4.5%
Royalty:	\$ 31,253	6.0%
Insurance:	\$ 8,835	1.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,022	2.5%
Professional Services:	\$ 4,500	0.9%
Outside Services:	\$ 1,615	0.3%
Laundry/Uniforms:	\$ 2,470	0.5%
Permits & Licenses:	\$ 1,555	0.3%
Cash Over/Short:	\$ 521	0.1%
Misc. Expense	\$ 3,124	0.6%
Employee Benefits:	\$ 1,020	0.2%
Other G&A:	\$ 3,530	0.7%
Total Expenses:	\$ 448,118	86.0%
Owner-Operated Cash Flow:	\$ 72,769	14.0%

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.