



CONFIDENTIAL Executive Summary



Purchase Price: \$550,000
Total Annual Sales*: \$1,501,011
Inventory: \$14,000
Owner-Operated Cash Flow**: \$184,780

#1006 - Willits
1740 S. Main St.
Willits, CA 95490

List price does not include inventory or lease security deposits.

* Trailing 12 Months Ending 8/31/2019

** 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:

Lumberjacks is a lumberjack themed family restaurant that offers a log cabin dining experience. The Lumberjack experience reminds patrons of an old-fashioned family-style dining experience that screams home-cooked meals...in both flavor and size!

Franchise Agreement Expiration: 10 years
Royalty: 4.0%
Remodel Requirements: None

Franchise and Training Fee: \$45K fee included in price
Advertising: 0.5%

Training Location: Sacramento, CA
Training Period: 25 days

Lease Information:

Monthly Base Rent: \$7,499
Percentage Rent: None
Expiration: 10 yrs. - New lease

Options: 3x5yr
CAM: \$432
Monthly Property Tax: \$547

Security Deposit: \$5,000
Real Property Available: No
Increases: 2% annually

Location Details:

Business Established: 2010
Owner Since: 2010
Hours of Operation: 7a - 10p

Building Type: Freestanding
Seating: 138
Licenses Needed: ABC, Business, Health

Building Size: 4,000 SF
Employees: 33
Equipment Value: \$400,000

Freestanding restaurant located in the Evergreen Village shopping plaza on the corner of State Hwy 20 and Alder Lane. Other tenants in the plaza include Rite Aid, Dollar Tree and Ray's Food Place grocery store. Surrounded by residential properties and other small businesses. A Best Western is directly across the street. Plenty of parking and easily accessible from main road. Nearby competitors include Cafe 77 and Al's Redwood Room. New equipment has been installed into the cooks line and dining room has been decorated. Highly trained front and back of house staff. This is a company owned store, and the \$45K franchise fee is included in the price.

Remember you have agreed to keep all FranBizNetwork listings confidential.

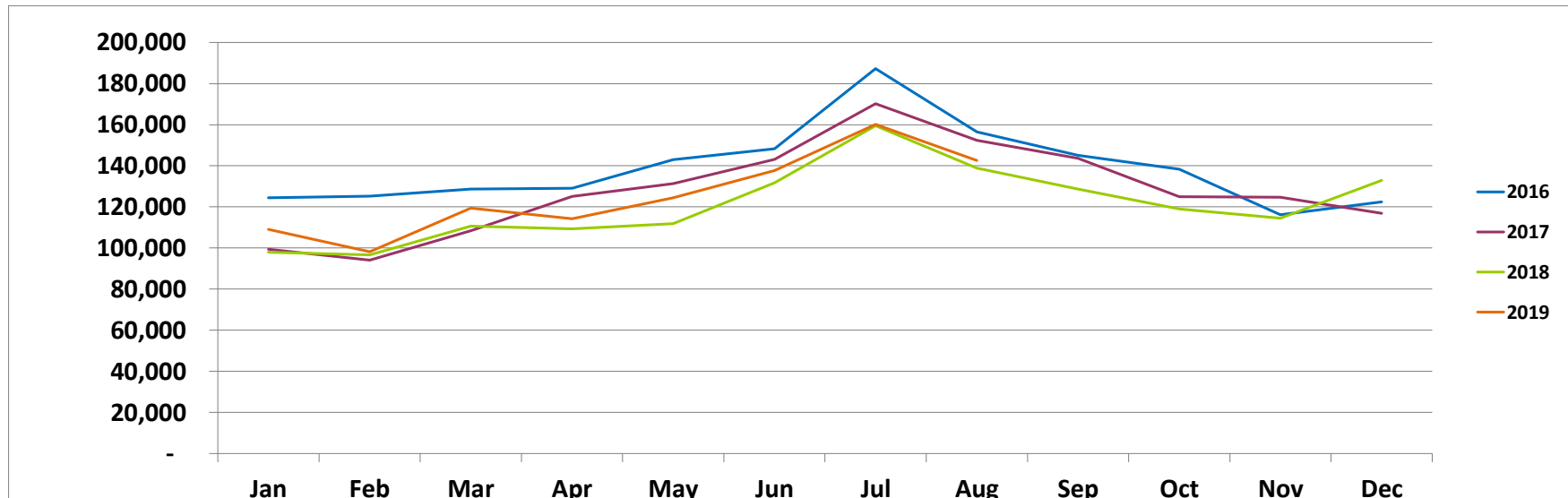
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

#1006 - Willits

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$124,434	\$125,192	\$128,663	\$129,016	\$143,018	\$148,328	\$187,265	\$156,489	\$145,145	\$138,375	\$116,178	\$122,475	\$1,664,578
2017	\$99,407	\$94,088	\$108,352	\$125,142	\$131,294	\$143,099	\$170,201	\$152,334	\$143,673	\$124,981	\$124,758	\$116,911	\$1,534,240
\$ +/-	(\$25,027)	(\$31,104)	(\$20,311)	(\$3,874)	(\$11,724)	(\$5,229)	(\$17,064)	(\$4,155)	(\$1,472)	(\$13,394)	\$8,580	(\$5,564)	(\$130,338)
% +/-	-20%	-25%	-16%	-3%	-8%	-4%	-9%	-3%	-1%	-10%	7%	-5%	-8%
2017	\$99,407	\$94,088	\$108,352	\$125,142	\$131,294	\$143,099	\$170,201	\$152,334	\$143,673	\$124,981	\$124,758	\$116,911	\$1,534,240
2018	\$97,906	\$96,644	\$110,610	\$109,346	\$111,905	\$131,671	\$159,488	\$138,900	\$128,707	\$118,953	\$114,547	\$132,895	\$1,451,572
\$ +/-	(\$1,501)	\$2,556	\$2,258	(\$15,796)	(\$19,389)	(\$11,428)	(\$10,713)	(\$13,434)	(\$14,966)	(\$6,028)	(\$10,211)	\$15,984	(\$82,668)
% +/-	-2%	3%	2%	-13%	-15%	-8%	-6%	-9%	-10%	-5%	-8%	14%	-5%
2018	\$97,906	\$96,644	\$110,610	\$109,346	\$111,905	\$131,671	\$159,488	\$138,900	\$128,707	\$118,953	\$114,547	\$132,895	\$1,451,572
2019	\$109,044	\$98,169	\$119,435	\$114,290	\$124,490	\$137,687	\$160,155	\$142,639	\$0	\$0	\$0	\$0	\$1,005,909
\$ +/-	\$11,138	\$1,525	\$8,825	\$4,944	\$12,585	\$6,016	\$667	\$3,739					\$49,439
% +/-	11%	2%	8%	5%	11%	5%	0%	3%					5%



TOTAL SALES	1,451,571	100.0%
MEAT COST	168,469	11.6%
FOOD COST	203,917	14.0%
DAIRY	43,577	3.0%
BEVERAGES/LIQUOR	8,434	0.6%
TOTAL COST OF GOODS SOLD	424,397	29.2%
GROSS PROFIT	1,027,174	70.8%
EXPENSES		
SALARY & WAGES	382,061	26.3%
PAYROLL EXPENSES	57,960	4.0%
WORKERS COMP	19,948	1.4%
SUPPLIES	50,084	3.5%
COMMON AREA MAINT	5,187	0.4%
R & M	22,624	1.6%
TELEPHONE	6,916	0.5%
UTILITIES	67,082	4.6%
CASH OVER/SHORT	929	0.1%
BANK SERVICE CHARGE	19,448	1.3%
ADVERTISING	1,540	0.1%
LAUNDRY	1,858	0.1%
MAINTENANCE	4,260	0.3%
ALARM SYSTEM	780	0.1%
UNIFORMS	2,976	0.2%
OFFICE SUPPLIES	1,342	0.1%
LICENSE & PERMITS	1,646	0.1%
MISCELLANEOUS	(80)	0.0%
MUSIC & ENTERTAINMENT	688	0.0%
POSTAGE & DELIVERY	934	0.1%
RESTAURANT RENT	86,118	5.9%
PROFESSIONAL FEES	2,462	0.2%
LIABILITY INS	7,770	0.5%
ADMIN-VACATION/SICK	2,925	0.2%
FRANCHISE FEE	58,063	4.0%
MARKETING FEE	7,258	0.5%
PROPERTY TAX	11,215	0.8%
TOTAL EXPENSES	823,994	56.8%
PROFIT (LOSS) FROM OPERATIONS	203,180	14.0%
OTHER INCOME (EXPENSE)		
GIFT CARDS SOLD	1,305	0.1%
RETAIL	3,959	0.3%
OTHER INCOME	1,575	0.1%
GIFT CARDS REDEEMED	(1,450)	-0.1%
TOTAL OTHER INCOME (EXPENSE)	5,389	0.4%
PROFIT (LOSS)	208,569	14.4%

TOTAL SALES	\$863,270	100.0%
MEAT COST	\$96,279	11.2%
FOOD COST	\$122,726	14.2%
DAIRY	\$25,641	3.0%
BEVERAGES/LIQUOR	\$4,526	0.5%
TOTAL COST OF GOODS SOLD	\$249,172	28.9%
GROSS PROFIT	\$614,098	71.1%
EXPENSES		
SALARY & WAGES	\$232,186	26.9%
PAYROLL EXPENSES	\$41,568	4.8%
WORKERS COMP	\$10,050	1.2%
SUPPLIES	\$30,116	3.5%
COMMON AREA MAINT	\$2,618	0.3%
R & M	\$13,932	1.6%
TELEPHONE	\$5,036	0.6%
UTILITIES	\$38,052	4.4%
CASH OVER/SHORT	-\$33	0.0%
BANK SERVICE CHARGE	\$11,229	1.3%
ADVERTISING	\$5,477	0.6%
LAUNDRY	\$1,064	0.1%
MAINTENANCE	\$2,570	0.3%
ALARM SYSTEM	\$505	0.1%
UNIFORMS	\$1,290	0.1%
OFFICE SUPPLIES	\$1,650	0.2%
LICENSE & PERMITS	\$2,096	0.2%
MISCELLANEOUS	-\$50	0.0%
MUSIC & ENTERTAINMENT	\$141	0.0%
POSTAGE & DELIVERY	\$260	0.0%
RESTAURANT RENT	\$51,850	6.0%
PROFESSIONAL FEES	\$2,058	0.2%
LIABILITY INS	\$4,463	0.5%
ADMIN-VACATION/SICK	\$1,812	0.2%
FRANCHISE FEE	\$34,531	4.0%
MARKETING FEE	\$4,316	0.5%
BONUS	\$400	0.0%
FUTA TAXES	\$0	0.0%
CORPORATE TAXES	\$500	0.1%
PROPERTY TAX	\$9,476	1.1%
TOTAL EXPENSES	\$509,163	59.0%
PROFIT (LOSS) FROM OPERATIONS	\$104,935	12.2%
OTHER INCOME (EXPENSE)		
GIFT CARDS SOLD	\$667	0.1%
RETAIL	\$1,079	0.1%
OTHER INCOME	\$635	0.1%
GIFT CARDS REDEEMED	-\$1,044	-0.1%
TOTAL OTHER INCOME (EXPENSE)	\$1,337	0.2%
PROFIT (LOSS)	\$106,272	12.3%
T12 Month Sales	\$1,501,011	
T12 Month Adjusted Net Income	\$184,780	12.3%