



## CONFIDENTIAL Executive Summary

**#261 - Pleasant Hill**  
**716 Contra Costa Blvd**  
**Pleasant Hill, CA 94523**



Purchase Price:	\$360,000
Total Annual Sales*:	\$731,576
Inventory:	\$3,000
Managed Cash Flow**:	\$113,270
Owner-Operated Cash Flow**:	\$163,963

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

\* Trailing 12 Months Ending 9/30/2019

\*\* 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.

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### Franchise Information:

Round Table Pizza is the fifth largest pizza chain in the US with over 500 restaurants in nine western states and abroad. Headquartered in Concord, CA, 80% of Round Table restaurants are franchised. Restaurant management experience, good credit and \$500K net worth and \$200K liquid required.

Franchise Agreement Expiration: 2/28/2023  
Royalty: 4.0%  
Remodel Requirements: None

Transfer Fee: \$12,500  
Advertising: 4.0%

Training Location: Near buyer  
Training Period: 4-8 weeks

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### Lease Information:

Monthly Base Rent: \$3,790 until 3/1/20  
Percentage Rent: None  
Expiration: 2/28/2023

Options: Need to negotiate  
CAM: \$1,381  
Monthly Property Tax: Included

Security Deposit: \$3,678  
Real Property Available: No  
Increases: Rent will increase to \$5,302/mo 3/1/20;  
Approx 3% annual increases thereafter

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### Location Details:

Business Established: 2013 at current location  
Owner Since: 2000  
Hours of Operation: Su-Th 11a-10p; Fr-Sa 11a-11p

Building Type: Inline; endcap  
Seating: 60  
Licenses Needed: ABC, Business, Health

Building Size: 1,867 SF  
Employees: 13-17  
Equipment Value: \$140,000

Located off busy Contra Costa Blvd. Highly visible location at the end of an inline shopping center. Other tenants include US Army & Marines career center, dry cleaners and hair salon. Citibank is located on the corner. Safeway grocery and Sun Valley shopping mall are located across the street. Diablo Valley College is a mile away. Nearby competitors include Mountain Mike's Pizza.

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

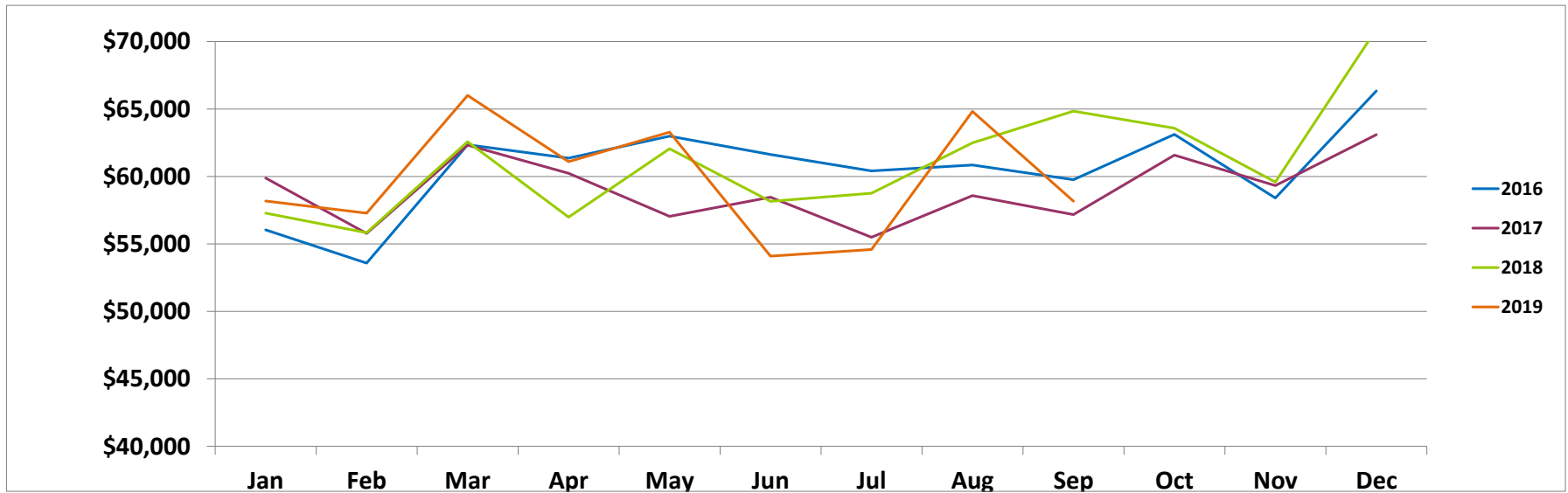
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

#261 - Pleasant Hill

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$56,038	\$53,576	\$62,348	\$61,355	\$62,989	\$61,622	\$60,408	\$60,843	\$59,757	\$63,111	\$58,395	\$66,337	\$726,779
2017	\$59,878	\$55,782	\$62,322	\$60,232	\$57,038	\$58,459	\$55,492	\$58,572	\$57,174	\$61,583	\$59,327	\$63,096	\$708,955
\$ +/-	\$3,840	\$2,206	(\$26)	(\$1,123)	(\$5,951)	(\$3,163)	(\$4,915)	(\$2,271)	(\$2,583)	(\$1,528)	\$931	(\$3,242)	(\$17,824)
% +/-	7%	4%	0%	-2%	-9%	-5%	-8%	-4%	-4%	-2%	2%	-5%	-2%
2017	\$59,878	\$55,782	\$62,322	\$60,232	\$57,038	\$58,459	\$55,492	\$58,572	\$57,174	\$61,583	\$59,327	\$63,096	\$708,955
2018	\$57,278	\$55,829	\$62,576	\$56,979	\$62,047	\$58,151	\$58,749	\$62,489	\$64,841	\$63,581	\$59,588	\$70,908	\$733,016
\$ +/-	(\$2,601)	\$47	\$254	(\$3,252)	\$5,009	(\$309)	\$3,257	\$3,917	\$7,666	\$1,998	\$261	\$7,813	\$24,061
% +/-	-4%	0%	0%	-5%	9%	-1%	6%	7%	13%	3%	0%	12%	3%
2018	\$57,278	\$55,829	\$62,576	\$56,979	\$62,047	\$58,151	\$58,749	\$62,489	\$64,841	\$63,581	\$59,588	\$70,908	\$733,016
2019	\$58,181	\$57,280	\$66,004	\$61,091	\$63,283	\$54,092	\$54,583	\$64,818	\$58,166	\$0	\$0	\$0	\$537,499
\$ +/-	\$904	\$1,451	\$3,428	\$4,112	\$1,236	(\$4,058)	(\$4,166)	\$2,328	(\$6,675)				(\$1,440)
% +/-	2%	3%	5%	7%	2%	-7%	-7%	4%	-10%				0%





#261 - Pleasant Hill

PROFORMA - MANAGED

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 9/30/2019		
SALES	\$ 731,576	
COGS:	\$ 160,947	22.0%
Crew Labor:	\$ 153,631	21.0%
GM:	\$ 45,000	6.2%
Workers Comp*:	\$ 3,973	2.0%
Payroll Taxes*:	\$ 21,154	10.7%
R&M:	\$ 4,389	0.6%
Non-Ingredient:	\$ 2,561	0.4%
Utilities:	\$ 29,080	4.0%
Rent:	\$ 63,624	8.7%
CAM:	\$ 16,572	2.3%
Personal Property Tax:	\$ 1,500	0.2%
Local Advertising:	\$ 7,316	1.0%
Nat'l Advertising:	\$ 29,263	4.0%
Royalty:	\$ 29,263	4.0%
Insurance:	\$ 22,000	3.0%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,534	1.9%
Professional Services:	\$ 4,500	0.6%
Pest Control:	\$ 960	0.1%
Security:	\$ 750	0.1%
Permits & Licenses:	\$ 3,130	0.4%
Cash Over/Short:	\$ 732	0.1%
Auto & Truck:	\$ -	0.0%
Mileage Fee:	\$ 10,245	1.4%
Other G&A:	\$ 100	0.0%
Total Expenses:	\$ 624,823	85.4%
Other Income:	\$ 6,517	0.9%
Managed Cash Flow:	\$ 113,270	15.5%

Trailing 12 Months Ending 9/30/2019		
SALES	\$ 731,576	
COGS:	\$ 160,947	22.0%
Crew Labor:	\$ 153,631	21.0%
Assume Owner is GM		
Workers Comp*:	\$ 3,073	2.0%
Payroll Taxes*:	\$ 16,362	10.7%
R&M:	\$ 4,389	0.6%
Non-Ingredient:	\$ 2,561	0.4%
Utilities:	\$ 29,080	4.0%
Rent:	\$ 63,624	8.7%
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Permits & Licenses:	\$ 3,130	0.4%
Cash Over/Short:	\$ 732	0.1%
Auto & Truck:	\$ -	0.0%
Mileage Fee:	\$ 10,245	1.4%
Other G&A:	\$ 100	0.0%
Total Expenses:	\$ 574,131	78.5%
Other Income:	\$ 6,517	0.9%
Owner-Operated Cash Flow:	\$ 163,963	22.4%

\*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.