



### CONFIDENTIAL Executive Summary



Purchase Price:	\$340,000	<b>#1359 - Alameda</b>
Total Annual Sales*:	\$940,103	<b>2680 5th St., Suite B</b>
Inventory:	\$8,000	<b>Alameda, CA 94501</b>
Managed Cash Flow**:	\$72,268	
Owner-Operated Cash Flow**:	\$119,328	

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

\* T13 Periods Ending P8 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:

Firehouse Subs is a fast casual restaurant chain based in Jacksonville, FL. Founded by former firefighters Chris and Robin Sorenson nearly 20 years ago and now fast approaching 2,000 locations. Franchisor requires a credit score of 650+ and a minimum of \$80K to invest.

Franchise Agreement Expiration: 4/26/2025	Transfer Fee: \$10,000 - \$20,000	Training Location: Fremont, CA and Jacksonville, FL (new franchisee)
Royalty: 6.0%	Advertising: 5.0%	Training Period: 8-10 weeks
Remodel Requirements: None		

#### Lease Information:

Monthly Base Rent: \$8,246	Options: 2x5yr	Security Deposit: \$8,246
Percentage Rent: N/A	CAM: \$1,115	Real Property Available: No
Expiration: 4/26/2025	Monthly Property Tax: \$1,913	Increases: In April 2021, 2026 and 2031

#### Location Details:

Business Established: 4/26/2016	Building Type: Inline	Building Size: Approx 1,926 SF
Owner Since: 4/26/2016	Seating: 48	Employees: 15-18
Hours of Operation: 10:30a - 9p	Licenses Needed: Business, Health	Equipment Value: \$125,000

This inline location is near the Alameda Landing, a shopping plaza that contains Safeway grocery, Michaels and Unleashed, amongst others. This restaurant is located on 5th street which has many restaurants and small shops, such as Verizon, SportsClips and Mattress Firm. Target is located right behind this store. Very pedestrian friendly, with a large walkway in front of store. Outdoor seating and street parking available. Other restaurants in area include Panda Express, Famous Dave's BBQ, The Habit Burger Grill and Chipotle.

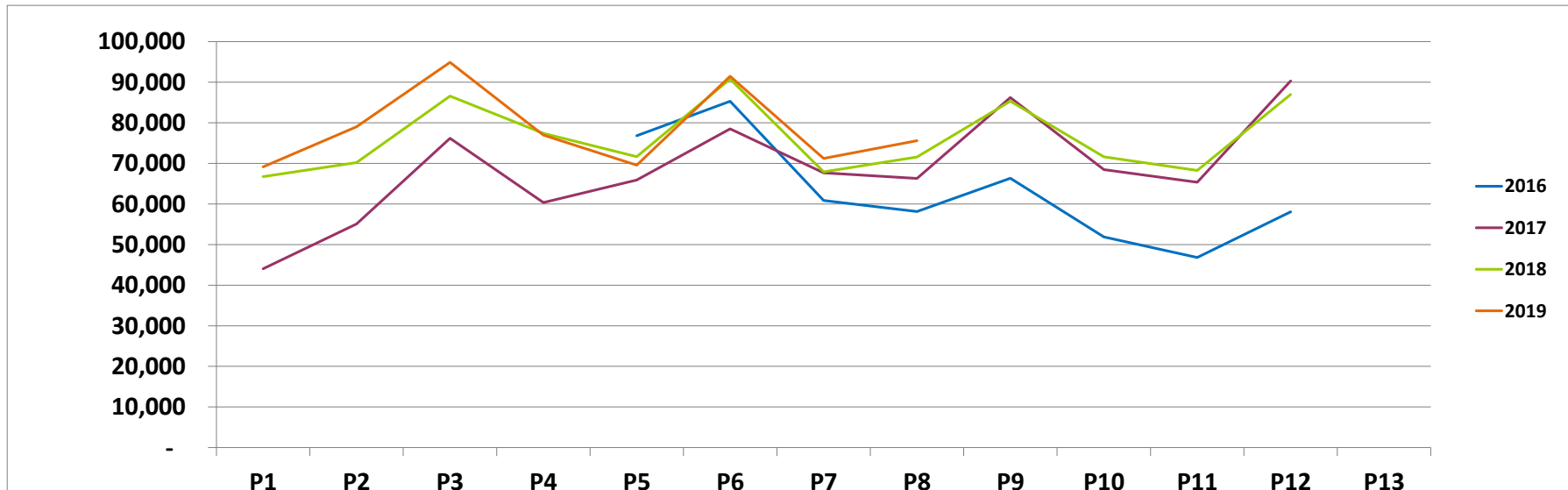
**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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

#1359 - Alameda

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2016</b>	\$0	\$0	\$0	\$0	\$76,806	\$85,306	\$60,874	\$58,151	\$66,325	\$51,869	\$46,819	\$58,059	\$0	\$504,208
<b>2017</b>	\$44,043	\$55,084	\$76,191	\$60,366	\$65,895	\$78,524	\$67,695	\$66,286	\$86,232	\$68,445	\$65,365	\$90,317	\$0	\$824,441
<b>\$ +/-</b>	\$44,043	\$55,084	\$76,191	\$60,366	(\$10,911)	(\$6,782)	\$6,820	\$8,135	\$19,907	\$16,576	\$18,546	\$32,259		\$320,232
<b>% +/-</b>					-14%	-8%	11%	14%	30%	32%	40%	56%		64%
<b>2017</b>	\$44,043	\$55,084	\$76,191	\$60,366	\$65,895	\$78,524	\$67,695	\$66,286	\$86,232	\$68,445	\$65,365	\$90,317	\$0	\$824,441
<b>2018</b>	\$66,739	\$70,179	\$86,587	\$77,404	\$71,673	\$90,777	\$67,925	\$71,595	\$85,342	\$71,623	\$68,285	\$86,969	\$0	\$915,098
<b>\$ +/-</b>	\$22,696	\$15,095	\$10,396	\$17,039	\$5,779	\$12,254	\$230	\$5,310	(\$890)	\$3,178	\$2,920	(\$3,348)		\$90,657
<b>% +/-</b>	52%	27%	14%	28%	9%	16%	0%	8%	-1%	5%	4%	-4%		11%
<b>2018</b>	\$66,739	\$70,179	\$86,587	\$77,404	\$71,673	\$90,777	\$67,925	\$71,595	\$85,342	\$71,623	\$68,285	\$86,969	\$0	\$915,098
<b>2019</b>	\$69,149	\$79,009	\$94,893	\$76,985	\$69,574	\$91,454	\$71,240	\$75,581	\$0	\$0	\$0	\$0	\$0	\$627,884
<b>\$ +/-</b>	\$2,410	\$8,831	\$8,306	(\$419)	(\$2,099)	\$677	\$3,315	\$3,986						\$25,005
<b>% +/-</b>	4%	13%	10%	-1%	-3%	1%	5%	6%						4%





**#1359 - Alameda**

**PROFORMA - MANAGED**

	T13 Periods Ending P8 2019	
SALES	\$ 940,103	
COGS:	\$ 178,620	19.0%
Crew Labor:	\$ 232,675	24.8%
GM:	\$ 40,000	4.3%
Workers Comp*:	\$ 14,452	5.3%
Payroll Taxes*:	\$ 33,675	12.4%
R&M:	\$ 9,871	1.1%
Non-Ingredient:	\$ 7,051	0.8%
Utilities:	\$ 34,165	3.6%
Rent:	\$ 98,950	10.5%
CAM:	\$ 13,384	1.4%
Property Tax:	\$ 22,958	2.4%
Personal Property Tax:	\$ 2,675	0.3%
Nat'l Advertising:	\$ 47,005	5.0%
Royalty:	\$ 56,406	6.0%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 15,982	1.7%
Professional Services:	\$ 4,500	0.5%
Laundry/Uniforms:	\$ 2,175	0.2%
Security:	\$ 250	0.0%
Delivery Service Fee:	\$ 41,950	4.5%
Permits & Licenses:	\$ 2,090	0.2%
Cash Over/Short:	\$ 940	0.1%
Employee Benefits:	\$ 3,590	0.4%
Other G&A:	\$ 10,370	1.1%
Total Expenses:	\$ 874,334	93.0%
Other Income:	\$ 6,500	0.7%
Managed Cash Flow:	\$ 72,268	7.7%

**PROFORMA - OWNER OPERATED**

	T13 Periods Ending P8 2019	
SALES	\$ 940,103	
COGS:	\$ 178,620	19.0%
Crew Labor:	\$ 232,675	24.8%
Assume Owner is GM		
Workers Comp*:	\$ 12,332	5.3%
Payroll Taxes*:	\$ 28,735	12.4%
R&M:	\$ 9,871	1.1%
Non-Ingredient:	\$ 7,051	0.8%
Utilities:	\$ 34,165	3.6%
Rent:	\$ 98,950	10.5%
CAM:	\$ 13,384	1.4%
Property Tax:	\$ 22,958	2.4%
Personal Property Tax:	\$ 2,675	0.3%
Nat'l Advertising:	\$ 47,005	5.0%
Royalty:	\$ 56,406	6.0%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 15,982	1.7%
Professional Services:	\$ 4,500	0.5%
Laundry/Uniforms:	\$ 2,175	0.2%
Security:	\$ 250	0.0%
Delivery Service Fee:	\$ 41,950	4.5%
Permits & Licenses:	\$ 2,090	0.2%
Cash Over/Short:	\$ 940	0.1%
Employee Benefits:	\$ 3,590	0.4%
Other G&A:	\$ 10,370	1.1%
Total Expenses:	\$ 827,274	88.0%
Other Income:	\$ 6,500	0.7%
Owner-Operated Cash Flow:	\$ 119,328	12.7%

\*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.