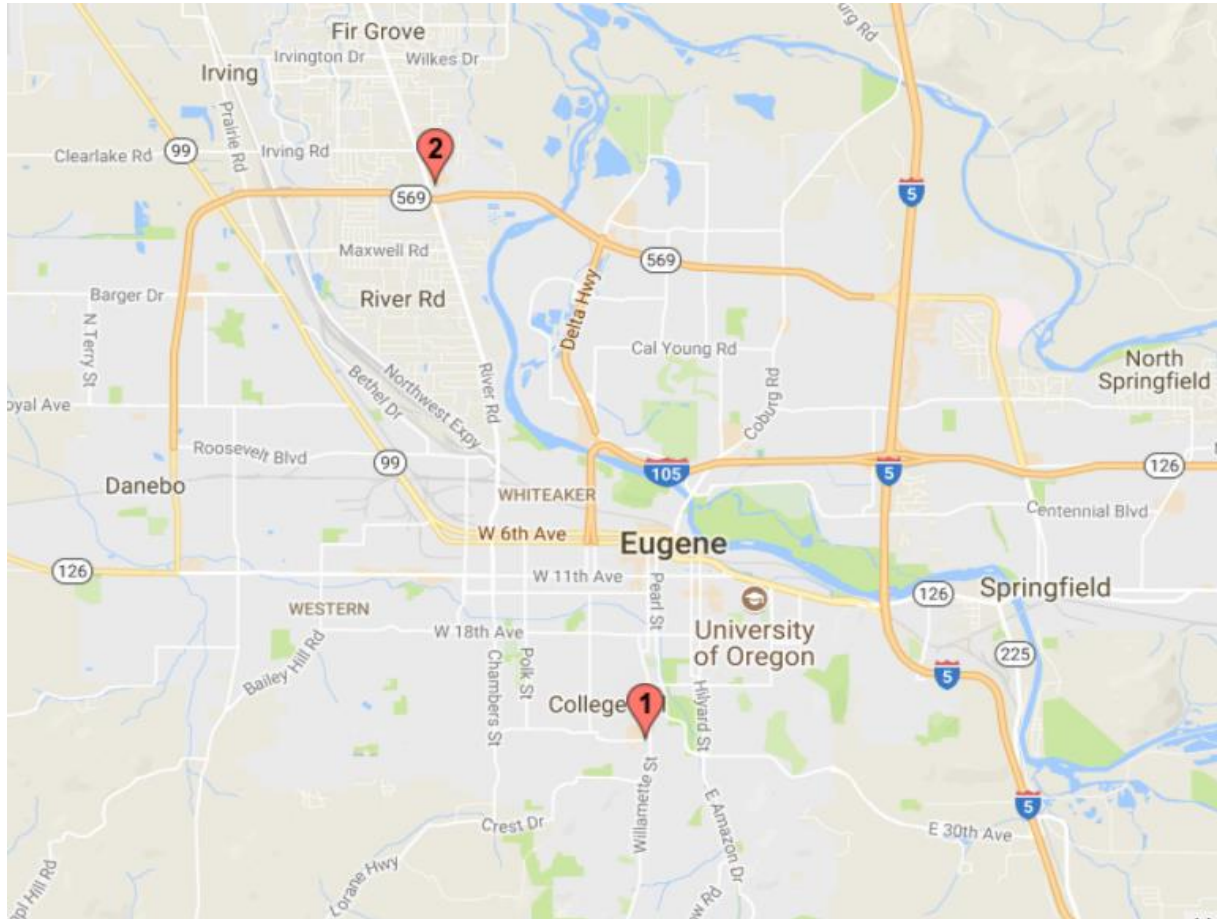




2 Papa John's- Eugene, OR  
 \$140,000 for the package  
 Stores are available individually for \$75,000



Two stores are located approximately 20 minutes from each other. Eugene and the University of Oregon are growing and there's room for development in the area.

Store	Trailing 12 Months Ending 9/30/2019	Owner-Operated Cash Flow
Papa John's #2192- South Eugene	\$750,796	\$45,002
Papa John's #2545- North Eugene	\$716,568	\$39,565
<b>TOTAL</b>	<b>\$1,467,364</b>	<b>\$84,566</b>



## CONFIDENTIAL Executive Summary



**Papa John's #2192- South Eugene**  
**30 W 29th Ave.**  
**Eugene, OR, 97405**

Purchase Price: \$140,000 for the package  
Total Annual Sales\*: \$750,796  
Inventory: \$3,500  
Owner Operated Cash Flow\*\*: \$45,002

\* 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:

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S. operating over 3,300 Papa John's in all 50 U.S states and 30 international markets. Franchisor requires minimum of \$250K net worth with enough liquidity to make the purchase and still have sufficient working capital in reserve.

Franchise Agreement Expiration: 2029  
Royalty: 4.0%  
Remodel Requirements: None

Transfer Fee: \$4,000 for both stores  
Advertising: 4.8%

Training Location: Louisville, KY  
Training Period: 6 weeks

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### Lease Information:

Monthly Base Rent: \$2,785  
Percentage Rent: N/A  
Expiration: Currently month-to month

Options: Negotiable. New lease necessary  
CAM: Included  
Monthly Property Tax: Included

Security Deposit: None  
Real Property Available: No  
Increases: TBD

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### Location Details:

Business Established: May 1999  
Owner Since: May 1999  
Hours of Operation: 11a-1a daily

Building Type: Freestanding, shared with another tenant  
Seating: None  
Licenses Needed: Business and Health

Building Size: Approx 2,000 SF  
Employees: 20  
Equipment Value: \$85,000

Freestanding location shared with another tenant. Located directly across the street from a shopping center whose tenants include Market by Choice grocery store, Big 5 Sporting Goods, Office Max and Rite Aid. Amazon Park is a half mile away and Wayne Family Park is a mile away. The University of Oregon is approximately 2 miles away. Eugene and the University continue to grow, and there is room to develop another store in a city close by. Surrounded by apartments and residential properties. Nearby competition includes MOD Pizza, Pizza Hut and Pegasus Pizza.

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

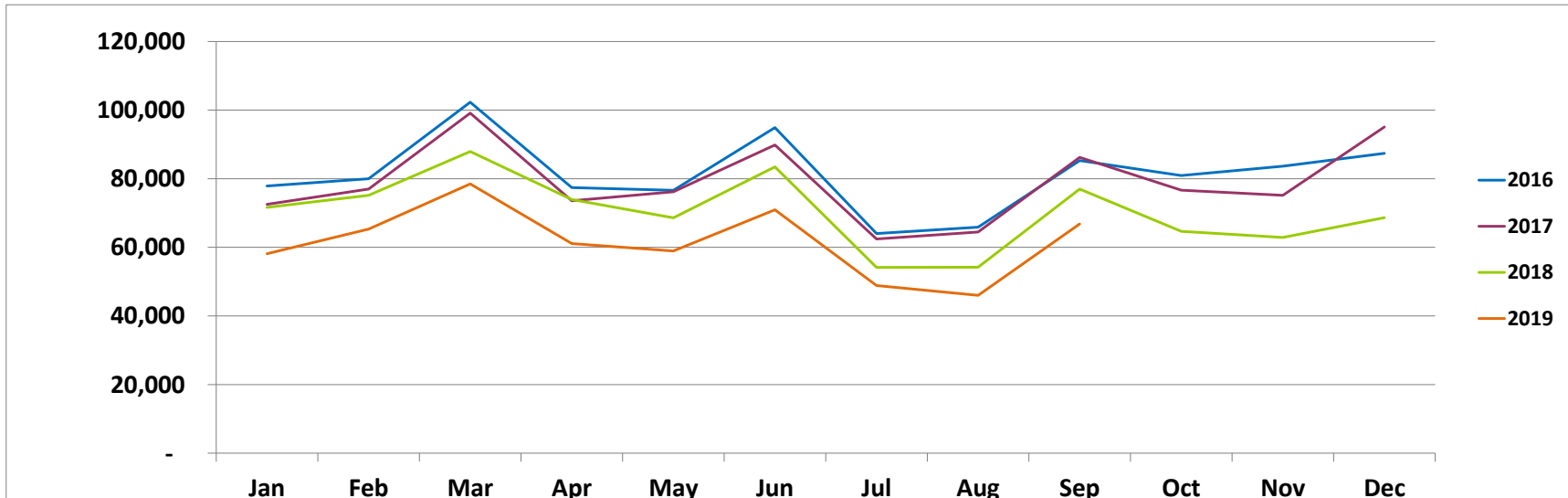
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

**Papa John's #2192- South Eugene**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$77,876	\$80,008	\$102,305	\$77,436	\$76,636	\$94,920	\$64,020	\$65,888	\$85,290	\$80,940	\$83,668	\$87,405	\$976,392
<b>2017</b>	\$72,560	\$76,984	\$99,130	\$73,556	\$76,172	\$89,860	\$62,432	\$64,496	\$86,250	\$76,640	\$75,184	\$95,106	\$948,370
<b>\$ +/-</b>	(\$5,316)	(\$3,024)	(\$3,175)	(\$3,880)	(\$464)	(\$5,060)	(\$1,588)	(\$1,392)	\$960	(\$4,300)	(\$8,484)	\$7,701	(\$28,022)
<b>% +/-</b>	-7%	-4%	-3%	-5%	-1%	-5%	-2%	-2%	1%	-5%	-10%	9%	-3%
<b>2017</b>	\$72,560	\$76,984	\$99,130	\$73,556	\$76,172	\$89,860	\$62,432	\$64,496	\$86,250	\$76,640	\$75,184	\$95,106	\$948,370
<b>2018</b>	\$71,640	\$75,156	\$87,936	\$73,931	\$68,576	\$83,454	\$54,153	\$54,212	\$76,990	\$64,656	\$62,892	\$68,630	\$842,226
<b>\$ +/-</b>	(\$920)	(\$1,828)	(\$11,194)	\$375	(\$7,596)	(\$6,406)	(\$8,279)	(\$10,284)	(\$9,260)	(\$11,984)	(\$12,292)	(\$26,476)	(\$106,144)
<b>% +/-</b>	-1%	-2%	-11%	1%	-10%	-7%	-13%	-16%	-11%	-16%	-16%	-28%	-11%
<b>2018</b>	\$71,640	\$75,156	\$87,936	\$73,931	\$68,576	\$83,454	\$54,153	\$54,212	\$76,990	\$64,656	\$62,892	\$68,630	\$842,226
<b>2019</b>	\$58,156	\$65,320	\$78,490	\$61,116	\$58,940	\$70,920	\$48,872	\$46,004	\$66,800	\$0	\$0	\$0	\$554,618
<b>\$ +/-</b>	(\$13,484)	(\$9,836)	(\$9,446)	(\$12,815)	(\$9,636)	(\$12,534)	(\$5,281)	(\$8,208)	(\$10,190)				(\$91,430)
<b>% +/-</b>	-19%	-13%	-11%	-17%	-14%	-15%	-10%	-15%	-13%				-14%



Note\* Months 3, 6, 9, and 12 are 5 weeks .....all other months are 4 weeks EXCEPT period 12 of 2017 which is 6 weeks. This is something PJI does every 6-7 years to account for ALL Days.



## Papa John's #2192- South Eugene PROFORMA

Trailing 12 Months Ending 9/30/2019		
SALES	\$ 750,796	
COGS:	\$ 213,977	28.5%
Crew Labor:	\$ 214,728	28.6%
Assume Owner is GM		
Workers Comp*:	\$ 3,221	1.5%
Payroll Taxes*:	\$ 27,915	13.0%
R&M:	\$ 5,256	0.7%
Non-Ingredient:	\$ 5,256	0.7%
Utilities:	\$ 27,850	3.7%
Rent:	\$ 33,420	4.5%
Personal Property Tax:	\$ 710	0.1%
Local Advertising:	\$ 35,663	4.8%
Nat'l Advertising:	\$ 35,663	4.8%
Royalty:	\$ 30,032	4.0%
Insurance:	\$ 5,700	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 15,016	2.0%
Professional Services:	\$ 4,500	0.6%
Laundry/Uniforms:	\$ 180	0.0%
Security:	\$ 565	0.1%
Permits & Licenses:	\$ 540	0.1%
Cash Over/Short:	\$ 751	0.1%
Mileage:	\$ 29,560	3.9%
Employee Benefits:	\$ 2,656	0.4%
Other G&A:	\$ 17,225	2.3%
Total Expenses:	\$ 710,981	94.7%
Other Income:	\$ 5,187	0.7%
Managed Cash Flow:	\$ 45,002	6.0%

\*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.



## CONFIDENTIAL Executive Summary

**Papa John's #2545- North Eugene**

**54B Division Ave.  
Eugene, OR, 97404**



Purchase Price: \$140,000 for the package  
Total Annual Sales\*: \$716,568  
Inventory: \$3,500  
Owner-Operated Cash Flow\*\*: \$39,565

\* 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:

Papa John's is the 3rd largest take-out and delivery pizza chain in the U.S. operating over 3,300 Papa John's in all 50 U.S states and 30 international markets. Franchisor requires minimum of \$250K net worth with enough liquidity to make the purchase and still have sufficient working capital in reserve.

Franchise Agreement Expiration: 8/15/2020

Royalty: 4.0%

Remodel Requirements: None

Transfer Fee: \$4,000 for both stores

Advertising: 4.8%

Training Location: Louisville, KY

Training Period: 6 weeks

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### Lease Information:

Monthly Base Rent: \$2,541

Percentage Rent: N/A

Expiration: Currently month-to month

Options: Negotiable. New lease necessary

CAM: Included

Monthly Property Tax: Included

Security Deposit: None

Real Property Available: No

Increases: TBD

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### Location Details:

Business Established: Sep 2000

Owner Since: Sep 2000

Hours of Operation: 11a-11p daily

Building Type: Inline

Seating: None

Licenses Needed: Business and Health

Building Size: 1,500 SF

Employees: 15

Equipment Value: 80,000

Located just off the Randy Pape Beltline in the same shopping complex as a Fred Meyer. Busy shopping area. Across the street is an Albertsons grocery, Goodwill store, Anytime Fitness, UPS Store and others. North Eugene High School is a half mile away. Surrounded by residential properties. Nearby competition includes Domino's Pizza, Abby's Pizza, Papa Murphy's and Pizza Hut.

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

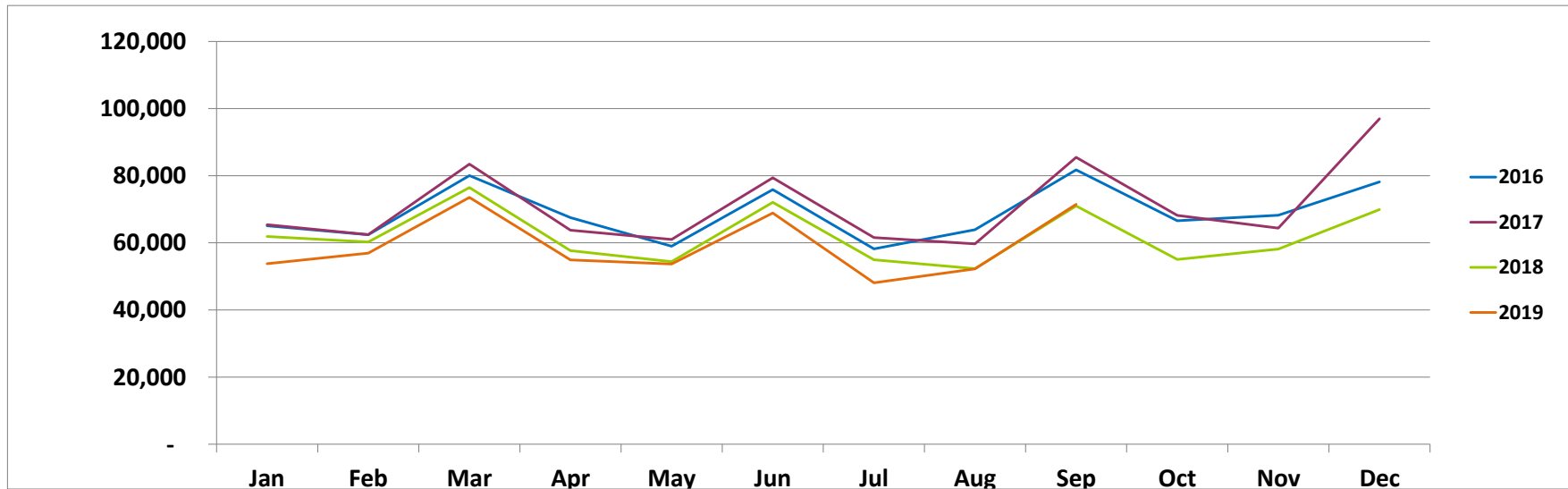
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

**Papa John's #2545- North Eugene**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$65,100	\$62,404	\$80,055	\$67,516	\$59,004	\$75,880	\$58,200	\$63,920	\$81,745	\$66,600	\$68,204	\$78,170	\$826,798
<b>2017</b>	\$65,416	\$62,476	\$83,460	\$63,760	\$61,012	\$79,395	\$61,556	\$59,700	\$85,470	\$68,196	\$64,368	\$96,960	\$851,769
<b>\$ +/-</b>	\$316	\$72	\$3,405	(\$3,756)	\$2,008	\$3,515	\$3,356	(\$4,220)	\$3,725	\$1,596	(\$3,836)	\$18,790	\$24,971
<b>% +/-</b>	0%	0%	4%	-6%	3%	5%	6%	-7%	5%	2%	-6%	24%	3%
<b>2017</b>	\$65,416	\$62,476	\$83,460	\$63,760	\$61,012	\$79,395	\$61,556	\$59,700	\$85,470	\$68,196	\$64,368	\$96,960	\$851,769
<b>2018</b>	\$61,908	\$60,240	\$76,470	\$57,694	\$54,387	\$72,064	\$54,950	\$52,310	\$70,975	\$55,032	\$58,164	\$69,905	\$744,099
<b>\$ +/-</b>	(\$3,508)	(\$2,236)	(\$6,990)	(\$6,066)	(\$6,625)	(\$7,331)	(\$6,606)	(\$7,390)	(\$14,495)	(\$13,164)	(\$6,204)	(\$27,055)	(\$107,670)
<b>% +/-</b>	-5%	-4%	-8%	-10%	-11%	-9%	-11%	-12%	-17%	-19%	-10%	-28%	-13%
<b>2018</b>	\$61,908	\$60,240	\$76,470	\$57,694	\$54,387	\$72,064	\$54,950	\$52,310	\$70,975	\$55,032	\$58,164	\$69,905	\$744,099
<b>2019</b>	\$53,764	\$56,920	\$73,535	\$54,904	\$53,676	\$68,875	\$48,092	\$52,256	\$71,445	\$0	\$0	\$0	\$533,467
<b>\$ +/-</b>	(\$8,144)	(\$3,320)	(\$2,935)	(\$2,790)	(\$711)	(\$3,189)	(\$6,858)	(\$54)	\$470				(\$27,531)
<b>% +/-</b>	-13%	-6%	-4%	-5%	-1%	-4%	-12%	0%	1%				-5%



Note\* Months 3, 6, 9, and 12 are 5 weeks ....all other months are 4 weeks EXCEPT period 12 of 2017 which is 6 weeks. This is something PJI does every 6-7 years to account for ALL Days.



## Papa John's #2545- North Eugene PROFORMA

Trailing 12 Months Ending 9/30/2019		
SALES	\$ 716,568	
COGS:	\$ 213,537	29.8%
Crew Labor:	\$ 217,837	30.4%
Assume Owner is GM		
Workers Comp*:	\$ 3,268	1.5%
Payroll Taxes*:	\$ 28,319	13.0%
R&M:	\$ 1,433	0.2%
Non-Ingredient:	\$ 4,658	0.7%
Utilities:	\$ 18,390	2.6%
Rent:	\$ 30,492	4.3%
Personal Property Tax:	\$ 600	0.1%
Local Advertising:	\$ 32,246	4.5%
Nat'l Advertising:	\$ 34,037	4.8%
Royalty:	\$ 28,663	4.0%
Insurance:	\$ 5,700	0.8%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 14,331	2.0%
Professional Services:	\$ 4,500	0.6%
Laundry/Uniforms:	\$ 300	0.0%
Security:	\$ 730	0.1%
Permits & Licenses:	\$ 540	0.1%
Cash Over/Short:	\$ 717	0.1%
Mileage:	\$ 25,720	3.6%
Employee Benefits:	\$ 2,350	0.3%
Other G&A:	\$ 12,430	1.7%
Total Expenses:	\$ 681,396	95.1%
Other Income:	\$ 4,393	0.6%
Owner-Operated Cash Flow:	\$ 39,565	5.5%

\*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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