



CONFIDENTIAL Executive Summary



Purchase Price: Bus. \$180K, R.E. \$420K
 Total Annual Sales*: \$342,790
 Inventory: \$4,000
 Owner Operated Cash Flow**: \$70,557

Taco Time
511 E Main Street
Lewistown, MT 59457

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.

Franchise Information:

Owned by Kahala Brands, Taco Time has been franchising since 1962 and is a leading Mexican QSR with nearly 300 stores in the US and abroad. This unit is freestanding with drive-thru. Franchisor requires a credit score of 680 and a minimum net worth of \$250K with at least \$100K liquid

Franchise Agreement Expiration: 2034	Transfer Fee: \$4,000	Training Location: AZ
Royalty: 5.0%	Advertising: 4% (3% local, 1% TTI)	Training Period: 1 week AZ, 1 week in store
Remodel Requirements: Completed 2016		

Lease Information:

Monthly Base Rent: \$3,800	Options: 2x5 years	Security Deposit: TBD
Percentage Rent: None	CAM: TBD	Real Property Available: Yes, for \$430K
Expiration: 10 years	Monthly Property Tax: Included	Increases: TBD

Location Details:

Business Established: 1983	Building Type: Freestanding w/drive thru	Building Size: Approx 1,800 sq ft
Owner Since: 1999	Seating: 50	Employees: 1 FT prep cook, 10 +/- PT
Hours of Operation: M-Sat 10:30am-8pm	Licenses Needed: Business, Health	Equipment Value: \$180,000

RE available or NNN lease. Lot is .513 acre, Bldg is approx 1800 SF, 33 parking spaces. Located in center of the state. Nestled in valley between 6 mountain ranges, home to blue ribbon trout stream & Big Spring Creek with 99.99% pure water. Small town feel, but growing. Lewistown has McDonald's, Burger King, KFC/A&W, Subway, Pizza Hut

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.

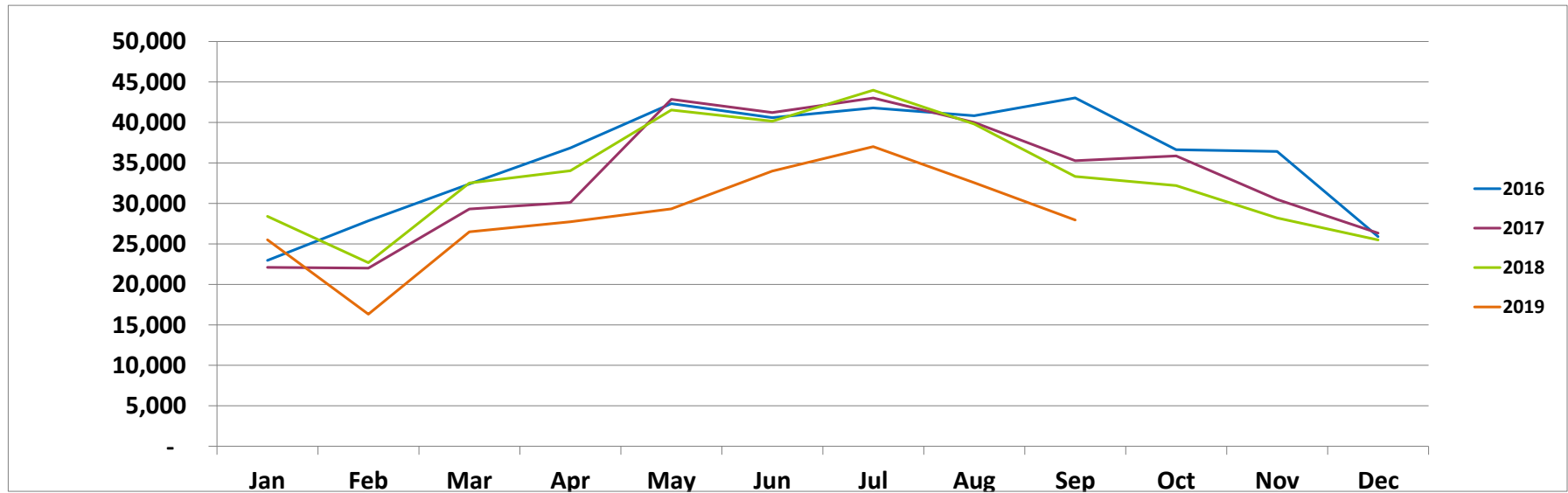
#

#

MONTHLY SALES

Taco Time

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$22,961	\$27,845	\$32,409	\$36,847	\$42,330	\$40,599	\$41,803	\$40,830	\$43,036	\$36,639	\$36,415	\$25,895	\$427,609
2017	\$22,093	\$22,006	\$29,310	\$30,109	\$42,861	\$41,219	\$43,020	\$40,001	\$35,270	\$35,870	\$30,499	\$26,328	\$398,586
\$ +/-	(\$868)	(\$5,839)	(\$3,099)	(\$6,738)	\$531	\$620	\$1,217	(\$829)	(\$7,766)	(\$769)	(\$5,916)	\$433	(\$29,023)
% +/-	-4%	-21%	-10%	-18%	1%	2%	3%	-2%	-18%	-2%	-16%	2%	-7%
2017	\$22,093	\$22,006	\$29,310	\$30,109	\$42,861	\$41,219	\$43,020	\$40,001	\$35,270	\$35,870	\$30,499	\$26,328	\$398,586
2018	\$28,409	\$22,679	\$32,511	\$34,039	\$41,535	\$40,163	\$43,985	\$39,801	\$33,330	\$32,207	\$28,196	\$25,481	\$402,336
\$ +/-	\$6,316	\$673	\$3,201	\$3,930	(\$1,326)	(\$1,056)	\$965	(\$200)	(\$1,940)	(\$3,663)	(\$2,303)	(\$847)	\$3,750
% +/-	29%	3%	11%	13%	-3%	-3%	2%	0%	-6%	-10%	-8%	-3%	1%
2018	\$28,409	\$22,679	\$32,511	\$34,039	\$41,535	\$40,163	\$43,985	\$39,801	\$33,330	\$32,207	\$28,196	\$25,481	\$402,336
2019	\$25,510	\$16,319	\$26,495	\$27,730	\$29,334	\$33,995	\$37,014	\$32,552	\$27,957	\$0	\$0	\$0	\$256,906
\$ +/-	(\$2,899)	(\$6,360)	(\$6,016)	(\$6,309)	(\$12,201)	(\$6,168)	(\$6,971)	(\$7,249)	(\$5,373)				(\$59,546)
% +/-	-10%	-28%	-19%	-19%	-29%	-15%	-16%	-18%	-16%				-19%





Taco Time PROFORMA

Trailing 12 Months Ending 9/30/2019		
SALES	\$ 342,790	
COGS:	\$ 91,971	26.8%
Crew Labor:	\$ 80,556	23.5%
Workers Comp*:	\$ 765	1.0%
Payroll Taxes*:	\$ 6,847	8.5%
R&M:	\$ 2,502	0.7%
Non-Ingredient:	\$ 411	0.1%
Utilities:	\$ 19,740	5.8%
Rent:	\$ 30,000	8.8%
Local Advertising:	\$ 10,284	3.0%
Nat'l Advertising:	\$ 3,428	1.0%
Royalty:	\$ 13,712	4.0%
Insurance:	\$ 4,320	1.3%
Credit Card Fees:	\$ 5,485	1.6%
Professional Services:	\$ 500	0.1%
Laundry/Uniforms:	\$ 1,200	0.4%
Permits & Licenses:	\$ 170	0.0%
Cash Over/Short:	\$ 343	0.1%
Total Expenses:	\$ 272,233	79.4%
Owner-operated Cash Flow:	\$ 70,557	20.6%

*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.