



CONFIDENTIAL Executive Summary



Purchase Price:	\$300,000	Firehouse Subs #987
Total Annual Sales*:	\$695,011	4250 Wade Green Rd
Inventory:	\$7,200	Kennesaw, GA 30144
Managed Cash Flow**:	\$60,702	
Owner Operated Cash Flow**:	\$95,702	

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

- * Trailing 12 Months Ending 6/30/2020
- ** 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. Franchisor requires 300K net worth with at least 100K liquid, or commensurate with purchase. Restaurant experience preferred.

Franchise Agreement Expiration: Jul 2023	Transfer Fee: \$10,000	Training Location: Charlotte, NC
Royalty: 6.0%	Advertising: 4.0%	Training Period: 6 weeks
Remodel Requirements: Certain aspects may need remodel per corporate, approx. \$1-2K.		

Lease Information:

Monthly Base Rent: \$3,392	Options: 2x5yr	Security Deposit: N/A
Percentage Rent: None	CAM: \$182	Real Property Available: No
Expiration: 7/1/2023	Monthly Property Tax: \$335	Increases: 10% every 5 yrs.

Location Details:

Business Established: 2/22/2013	Building Type: Inline	Building Size: 2,000 SF
Owner Since: 2/22/2013	Seating: 60	Employees: 21
Hours of Operation: 10:30a - 9p	Licenses Needed: Business, Health	Equipment Value: \$50,000

Located in a strip mall right off of Wade Green Rd. Easy access to/from. Approximately a quarter mile from the freeway entrance/exit. Behind the restaurant is Wade Green Crossing shopping plaza which houses Big Lots, LA Fitness, Jumping World Trampoline Park and many other small businesses. A gas station and Dollar Tree are across the street. Residential properties surround the area. Nearby competitors include Subway.

Remember you have agreed to keep all FranBizNetwork listings confidential.

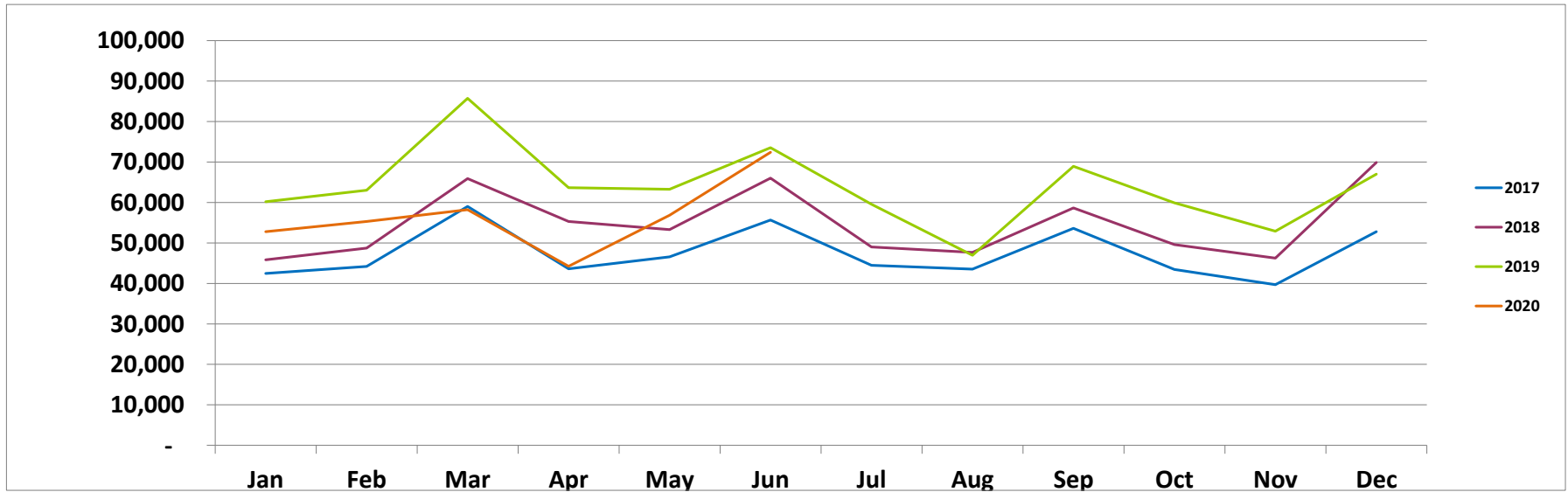
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

Firehouse Subs #987

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	\$42,464	\$44,200	\$59,020	\$43,595	\$46,565	\$55,674	\$44,460	\$43,531	\$53,612	\$43,466	\$39,692	\$52,798	\$569,077
2018	\$45,835	\$48,740	\$65,892	\$55,297	\$53,305	\$66,038	\$49,015	\$47,664	\$58,666	\$49,585	\$46,264	\$69,887	\$656,188
\$ +/-	\$3,371	\$4,540	\$6,872	\$11,702	\$6,740	\$10,364	\$4,555	\$4,133	\$5,054	\$6,119	\$6,572	\$17,089	\$87,111
% +/-	8%	10%	12%	27%	14%	19%	10%	9%	9%	14%	17%	32%	15%
2018	\$45,835	\$48,740	\$65,892	\$55,297	\$53,305	\$66,038	\$49,015	\$47,664	\$58,666	\$49,585	\$46,264	\$69,887	\$656,188
2019	\$60,204	\$63,023	\$85,736	\$63,660	\$63,246	\$73,558	\$59,562	\$46,957	\$68,920	\$59,909	\$52,901	\$66,991	\$764,667
\$ +/-	\$14,369	\$14,283	\$19,844	\$8,363	\$9,941	\$7,520	\$10,547	(\$707)	\$10,254	\$10,324	\$6,637	(\$2,896)	\$108,479
% +/-	31%	29%	30%	15%	19%	11%	22%	-1%	17%	21%	14%	-4%	17%
2019	\$60,204	\$63,023	\$85,736	\$63,660	\$63,246	\$73,558	\$59,562	\$46,957	\$68,920	\$59,909	\$52,901	\$66,991	\$764,667
2020	\$52,774	\$55,306	\$58,209	\$44,232	\$56,836	\$72,414	\$0	\$0	\$0	\$0	\$0	\$0	\$339,771
\$ +/-	(\$7,430)	(\$7,717)	(\$27,527)	(\$19,428)	(\$6,410)	(\$1,144)							(\$69,656)
% +/-	-12%	-12%	-32%	-31%	-10%	-2%							-17%





Firehouse Subs #987 PROFORMA

Trailing 12 Months Ending 6/30/2020		
SALES	\$ 695,011	
COGS:	\$ 219,971	31.7%
Crew Labor:	\$ 139,002	20.0%
GM:	\$ 35,000	5.0%
Workers Comp*:	\$ 2,784	1.6%
Payroll Taxes*:	\$ 15,660	9.0%
R&M:	\$ 5,213	0.8%
Non-Ingredient:	\$ 6,255	0.9%
Utilities:	\$ 18,825	2.7%
Rent:	\$ 40,700	5.9%
CAM:	\$ 2,184	0.3%
Property Tax:	\$ 4,020	0.6%
Local Advertising:	\$ 7,993	1.2%
Nat'l Advertising:	\$ 27,800	4.0%
Royalty:	\$ 41,701	6.0%
Insurance:	\$ 3,980	0.6%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,900	2.0%
Professional Services:	\$ 4,500	0.6%
Outside Services:	\$ 25,555	3.7%
Laundry/Uniforms:	\$ 1,330	0.2%
Permits & Licenses:	\$ 1,405	0.2%
Cash Over/Short:	\$ 695	0.1%
Employee Benefits:	\$ 1,880	0.3%
Other G&A:	\$ 14,665	2.1%
Total Expenses:	\$ 635,673	91.5%
Other Income:	\$ 1,364	0.2%
Managed Cash Flow:	\$ 60,702	8.7%
Owner Operated Cash Flow:	\$ 95,702	13.8%

*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.