



## CONFIDENTIAL Executive Summary

# SUB

# SANDWICH

Purchase Price:	\$265,000	#25424
Total Annual Sales*:	\$298,914	961 Lakeville Highway
Inventory:	\$3,500	Petaluma, CA 94952
Managed Cash Flow**:	\$22,509	

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

\* Trailing 12 Months Ending 6/30/21

\*\* 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:

Subway is the world's #1 QSR chain with over 43,000 restaurants in 110 countries. Franchisor requires sufficient net worth and liquidity, and buyer must live in the area.

Franchise Agreement Expiration: 3/11/2028

Transfer Fee: \$5,000

Training Location: 2 weeks

Royalty: 8.0%

Advertising: 4.75%

Training Period: Milford, CT

Remodel Requirements: Due ASAP, approx \$35-\$45K

---

### Lease Information:

Monthly Base Rent: \$1,735

Options: None

Security Deposit: Approx. \$3000

Percentage Rent: N/A

CAM: \$809

Real Property Available: No

Expiration: 1/31/2022

Monthly Property Tax: Included

Increases: N/A

---

### Location Details:

Business Established: 4/1/2009

Building Type: Inline

Building Size: 1,275 SF

Owner Since: 4/1/2009

Seating: TBD

Employees: 5

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location a half mile west of 101, in the Petaluma Gateway Center. Located in an outlot. Other tenants in complex include a Lucky grocery, hair salon, nail salon and The UPS Store. A Shell gas station is across the street. A Courtyard by Marriott and many business parks are nearby. Restaurants in area include Papa Murphy's, McDonald's and In-and-Out Burger.

---

**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.

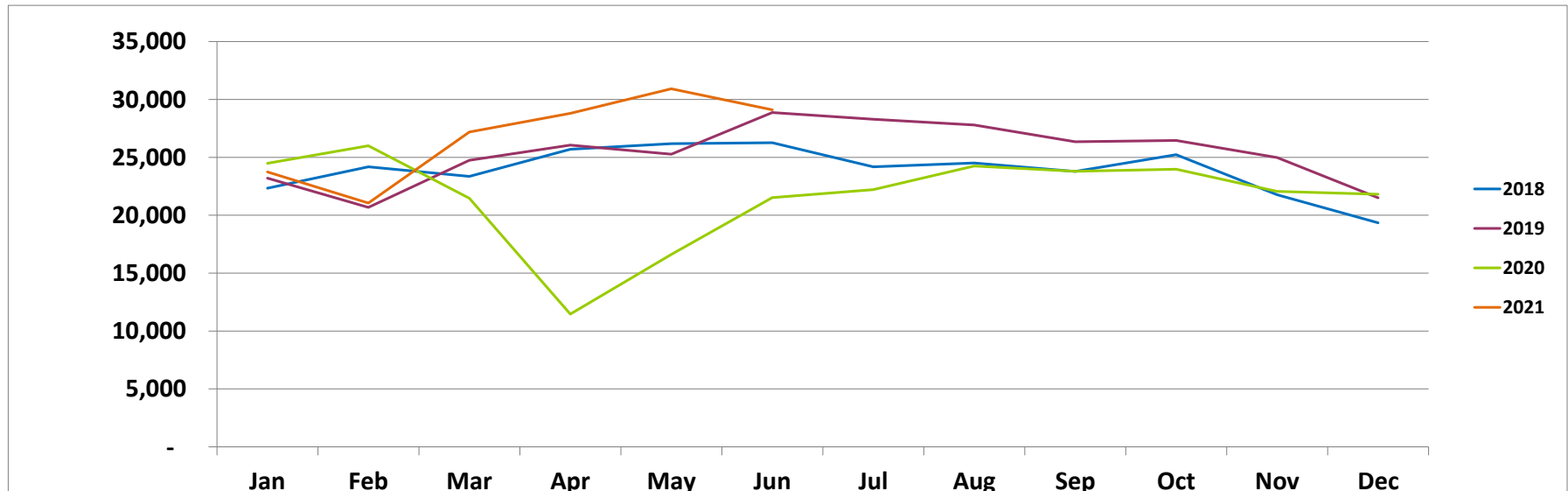


# SUB SANDWICH

## MONTHLY SALES

#25424

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$22,338	\$24,188	\$23,361	\$25,706	\$26,177	\$26,263	\$24,180	\$24,512	\$23,790	\$25,225	\$21,771	\$19,348	\$286,859
<b>2019</b>	\$23,210	\$20,680	\$24,747	\$26,061	\$25,278	\$28,869	\$28,290	\$27,798	\$26,353	\$26,461	\$24,986	\$21,514	\$304,246
<b>\$ +/-</b>	\$872	(\$3,508)	\$1,386	\$356	(\$899)	\$2,606	\$4,110	\$3,286	\$2,563	\$1,236	\$3,214	\$2,166	\$17,387
<b>% +/-</b>	4%	-15%	6%	1%	-3%	10%	17%	13%	11%	5%	15%	11%	6%
<hr/>													
<b>2019</b>	\$23,210	\$20,680	\$24,747	\$26,061	\$25,278	\$28,869	\$28,290	\$27,798	\$26,353	\$26,461	\$24,986	\$21,514	\$304,246
<b>2020</b>	\$24,490	\$26,001	\$21,461	\$11,464	\$16,620	\$21,527	\$22,214	\$24,251	\$23,794	\$23,976	\$22,063	\$21,806	\$259,668
<b>\$ +/-</b>	\$1,280	\$5,321	(\$3,286)	(\$14,597)	(\$8,658)	(\$7,341)	(\$6,076)	(\$3,547)	(\$2,559)	(\$2,484)	(\$2,923)	\$292	(\$44,579)
<b>% +/-</b>	6%	26%	-13%	-56%	-34%	-25%	-21%	-13%	-10%	-9%	-12%	1%	-15%
<hr/>													
<b>2020</b>	\$24,490	\$26,001	\$21,461	\$11,464	\$16,620	\$21,527	\$22,214	\$24,251	\$23,794	\$23,976	\$22,063	\$21,806	\$259,668
<b>2021</b>	\$23,746	\$21,052	\$27,191	\$28,800	\$30,920	\$29,100	\$0	\$0	\$0	\$0	\$0	\$0	\$160,810
<b>\$ +/-</b>	(\$744)	(\$4,949)	\$5,731	\$17,336	\$14,300	\$7,573							\$39,246
<b>% +/-</b>	-3%	-19%	27%	151%	86%	35%							32%





**SUB**  
**SANDWICH**

**#25424**  
**PROFORMA**

<b>Trailing 12 Months Ending 6/30/21</b>		
SALES	\$ 298,914	
COGS:	\$ 72,038	24.1%
Crew Labor:	\$ 89,375	29.9%
Workers Comp*:	\$ 2,190	2.5%
Payroll Taxes*:	\$ 11,172	12.5%
R&M:	\$ 2,690	0.9%
Utilities:	\$ 15,905	5.3%
Rent:	\$ 20,820	7.0%
CAM:	\$ 9,708	3.2%
Nat'l Advertising:	\$ 14,198	4.8%
Royalty:	\$ 23,913	8.0%
Insurance:	\$ 3,150	1.1%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 5,231	1.8%
Professional Services:	\$ 1,500	0.5%
Outside Services:	\$ 1,600	0.5%
Pest Control:	\$ 540	0.2%
Security:	\$ 480	0.2%
Permits & Licenses:	\$ 1,125	0.4%
Cash Over/Short:	\$ 299	0.1%
Total Expenses:	\$ 276,405	92.5%
Managed Cash Flow:	\$ 22,509	7.5%

\*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.