



## CONFIDENTIAL Executive Summary

Purchase Price: \$75,000  
Total Annual Sales\*: \$338,156  
Inventory: \$3,500  
Managed Cash Flow\*\*: \$10,034

**Subway #30355**  
**256 Shoreline Hwy**  
**Mill Valley, CA 94941**

**SUB**  
**SANDWICH**

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

\* YE 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:

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: 8/9/2034

Transfer Fee: \$5,000

Training Location: Milford, CT

Royalty: 8.0%

Advertising: 4.8%

Training Period: 2 weeks

Remodel Requirements: Due 9/30/2021, approx \$35-\$45K

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### Lease Information:

Monthly Base Rent: \$3,000

Options: None

Security Deposit: \$3,000

Percentage Rent: N/A

CAM: Included

Real Property Available: None

Expiration: 12/31/2021

Monthly Property Tax: Included

Increases: N/A

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### Location Details:

Business Established: 1/3/2004

Building Type: Inline

Building Size: 1,250 SF

Owner Since: 6/4/2014

Seating: Approx 10

Employees: 8

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: \$7,500

Inline location near the busy intersection of Shoreline Hwy and Almonte Blvd. Other businesses in complex include a massage and nail salon. A gas station is located across the street. Many residential properties in area.

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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.





# SUB SANDWICH

## Subway #30355 PROFORMA

YE 2019		
SALES	\$ 338,156	
COGS:	\$ 95,698	28.3%
Labor:	\$ 99,418	29.4%
Workers Comp*:	\$ 3,032	3.1%
Payroll Taxes*:	\$ 11,234	11.3%
R&M:	\$ 2,874	0.9%
Utilities:	\$ 19,185	5.7%
Rent:	\$ 36,000	10.6%
Property Tax:	\$ 1,615	0.5%
Nat'l Advertising:	\$ 16,062	4.8%
Royalty:	\$ 27,052	8.0%
Insurance:	\$ 3,135	0.9%
Bank Charges:	\$ 180	0.1%
Credit Card Fees:	\$ 5,072	1.5%
Professional Services:	\$ 2,000	0.6%
Outside Services:	\$ 1,220	0.4%
Pest Control:	\$ 500	0.1%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,570	0.5%
Cash Over/Short:	\$ 338	0.1%
Other G&A:	\$ 1,300	0.4%
<b>Total Expenses:</b>	<b>\$ 328,122</b>	<b>97.0%</b>
<b>Managed Cash Flow:</b>	<b>\$ 10,034</b>	<b>3.0%</b>

\*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.