



CONFIDENTIAL Executive Summary

SUB SANDWICH

Purchase Price:	\$22,750	Subway #44161
Total Annual Sales*:	\$353,132	160 Donahue St, Suite E
Inventory:	\$3,500	Sausalito, CA 94965
Managed Cash Flow**:	\$6,835	

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.

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: 1/29/2028	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.75%	Training Period: 2 weeks
Remodel Requirements: Due 9/30/2021, approx \$35-\$45K		

Lease Information:

Monthly Base Rent: \$3,096	Options: 1x5yr	Security Deposit: \$3,000
Percentage Rent: N/A	CAM: \$740	Real Property Available: No
Expiration: 12/31/2023	Monthly Property Tax: Included	Increases: N/A

Location Details:

Business Established: 1/9/2008	Building Type: Inline	Building Size: 900 SF
Owner Since: 1/9/2008	Seating: Approx 10	Employees: 8
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located in Marin Gateway Center. Target, CVS, Anytime Fitness, Ross and other are also located in the center. Competitors nearby include Davey Jones Deli and Sausalito Gourmet Delicatessen.

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 #44161
PROFORMA

YE 2019		
SALES	\$ 353,132	
COGS:	\$ 99,936	28.3%
Crew Labor:	\$ 103,821	29.4%
GM:	\$ -	0.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 3,167	3.1%
Payroll Taxes*:	\$ 11,732	11.3%
R&M:	\$ 2,825	0.8%
Non-Ingredient:	\$ -	0.0%
Utilities:	\$ 15,930	4.5%
Rent:	\$ 37,152	10.5%
CAM:	\$ 8,880	2.5%
Property Tax:	\$ 1,615	0.5%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 16,774	4.8%
Royalty:	\$ 28,251	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 3,135	0.9%
Bank Charges:	\$ 180	0.1%
Credit Card Fees:	\$ 5,297	1.5%
Professional Services:	\$ 1,980	0.6%
Outside Services:	\$ 1,265	0.4%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 500	0.1%
Security:	\$ 635	0.2%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 1,570	0.4%
Cash Over/Short:	\$ 353	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 1,300	0.4%
Total Expenses:	\$ 346,297	98.1%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 6,835	1.9%

*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.