



CONFIDENTIAL Executive Summary

SUB
SANDWICH

Purchase Price:	\$50,000	#46961 - Subway
Total Annual Sales*:	\$273,619	1199 Yulupa Ave.
Inventory:	\$3,500	Santa Rosa, CA 95405
Owner Operated Cash Flow**:	\$31,349	

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

* Trailing 12 Months Ending 11/30/2019

** 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:

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: 3/17/2029

Transfer Fee: \$5,000

Training Location: Milford, CT

Royalty: 8.0%

Advertising: 4.8%

Training Period: 2 weeks

Remodel Requirements: Every 7 years

Lease Information:

Monthly Base Rent: \$3,815

Options: None

Security Deposit: \$2,800

Percentage Rent: None

CAM: Included in rent

Real Property Available: No

Expiration: 3/31/2022

Monthly Property Tax: Included in rent

Increases: 3%

Location Details:

Business Established: 4/17/2010

Building Type: Inline

Building Size: 1,050 SF

Owner Since: 4/17/2010

Seating: 15

Employees: 5

Hours of Operation: M-Su 9a-9p

Licenses Needed: Business, Health

Equipment Value: \$25,000

Located at the intersection of Mayette Ave. and Yulupa Ave. Adjacent to a shopping plaza that include Whole Foods, Unleashed by Petco and Birkenstock Village. Easy access to/from Yulupa Ave. Surrounded by residential properties. Four schools are in the near vicinity. Other restaurants in area include Lila's, Tov Tofu and Taqueria.

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.

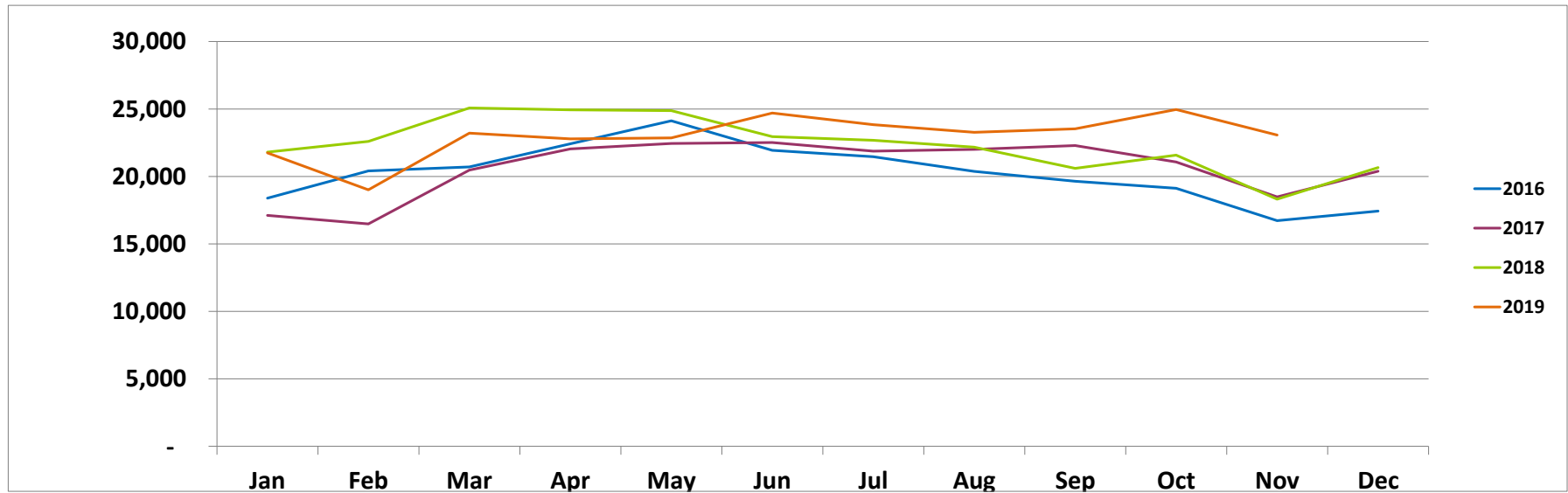


SUB SANDWICH

MONTHLY SALES

#46961 - Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$18,387	\$20,412	\$20,708	\$22,414	\$24,122	\$21,939	\$21,465	\$20,376	\$19,637	\$19,123	\$16,723	\$17,426	\$242,733
2017	\$17,112	\$16,480	\$20,469	\$22,041	\$22,440	\$22,513	\$21,873	\$22,001	\$22,290	\$21,067	\$18,484	\$20,380	\$247,150
\$ +/-	(\$1,275)	(\$3,932)	(\$239)	(\$373)	(\$1,683)	\$574	\$407	\$1,625	\$2,653	\$1,944	\$1,761	\$2,954	\$4,417
% +/-	-7%	-19%	-1%	-2%	-7%	3%	2%	8%	14%	10%	11%	17%	2%
2017	\$17,112	\$16,480	\$20,469	\$22,041	\$22,440	\$22,513	\$21,873	\$22,001	\$22,290	\$21,067	\$18,484	\$20,380	\$247,150
2018	\$21,802	\$22,592	\$25,075	\$24,934	\$24,880	\$22,954	\$22,674	\$22,165	\$20,601	\$21,576	\$18,313	\$20,659	\$268,226
\$ +/-	\$4,690	\$6,112	\$4,606	\$2,893	\$2,440	\$441	\$802	\$164	(\$1,689)	\$509	(\$171)	\$279	\$21,076
% +/-	27%	37%	23%	13%	11%	2%	4%	1%	-8%	2%	-1%	1%	9%
2018	\$21,802	\$22,592	\$25,075	\$24,934	\$24,880	\$22,954	\$22,674	\$22,165	\$20,601	\$21,576	\$18,313	\$20,659	\$268,226
2019	\$21,749	\$19,008	\$23,206	\$22,783	\$22,851	\$24,703	\$23,839	\$23,263	\$23,533	\$24,959	\$23,066	\$0	\$252,960
\$ +/-	(\$53)	(\$3,584)	(\$1,869)	(\$2,151)	(\$2,028)	\$1,749	\$1,165	\$1,098	\$2,931	\$3,383	\$4,753		\$5,394
% +/-	0%	-16%	-7%	-9%	-8%	8%	5%	5%	14%	16%	26%		2%



SCSD, LLC.
Profit & Loss #46961
January through August 2019

	TOTAL	
	Jan - Aug 19	%
Income		
Rebate	\$3,584	1.94%
Sale-Oths	\$181,347	98.06%
Total Income	\$184,931	100.0%
Cost of Goods Sold		
Beverage Cost	\$154	0.08%
Food Cost	\$55,011	29.75%
GiftCard Cost	\$79	0.04%
Total COGS	\$55,244	29.87%
Gross Profit	\$129,687	70.13%
Expense		
Advertising - FAF	\$8,384	4.53%
Alarm & Security	\$1,129	0.61%
Bank Service Charges	\$75	0.04%
General Liability Ins	\$1,538	0.83%
Workers Comp	\$1,163	0.63%
Merchant Charges	\$2,763	1.49%
Payroll Processing Fees - Subsource	\$160	0.09%
Pest Control	\$154	0.08%
CAM	\$5,154	2.79%
Rent - Other	\$19,598	10.6%
Building Repairs	\$774	0.42%
Equipment Repairs	\$1,245	0.67%
Equipment Repairs-wages & exp	\$889	0.48%
Royalties	\$14,364	7.77%
Salaries & Wages	\$49,308	26.66%
Licenses and Permits	\$1,274	0.69%
Payroll Tax	\$4,760	2.57%
State Tax	-\$270	-0.15%
Gas and Electric	\$12,492	6.75%
Telephone & Internet	\$946	0.51%
Total Expense	\$125,900	68.08%
Net Income	\$3,787	2.05%
Adjustments		
Add Back Manager Salary	\$24,000	12.98%
Rent Adjustment	-\$5,768	-3.12%
Royalty Adjustment	-\$431	-0.23%
Advertising Adjustments	-\$400	-0.22%
Adjusted Net Income	\$21,188	11.46%
Trailing 12 Month Sales ending 11/30/2019	\$273,619	
TTM Adjusted Net Income	\$31,349	11.46%

SCSD, LLC.
Profit & Loss #46961
January through December 2018

	<u>TOTAL</u>	
Income		
Rebate	\$5,021	1.83%
Sale-Oths	\$268,809	98.17%
Total Income	\$273,830	100.00%
Cost of Goods Sold		
Beverage Cost	\$248	0.09%
Food Cost	\$82,500	30.13%
GiftCard Cost		
Total COGS	\$82,748	30.22%
Gross Profit	\$191,082	69.78%
Expense		
Advertising - FAF	\$12,885	4.71%
Alarm & Security	\$519	0.19%
Bank Service Charges	\$263	0.10%
General Liability Ins	\$4,074	1.49%
Workers Comp	\$4,161	1.52%
Merchant Charges	\$4,015	1.47%
Payroll Processing Fees - Subsource	\$200	0.07%
Pest Control	\$389	0.14%
CAM	\$15,581	5.69%
Rent - Other	\$42,889	15.66%
Building Repairs	\$0	0.00%
Equipment Repairs	\$5,368	1.96%
Equipment Repairs-wages & exp	\$1,346	0.49%
Royalties	\$22,302	8.14%
Salaries & Wages	\$74,770	27.31%
Licenses and Permits	\$1,154	0.42%
Payroll Tax	\$7,605	2.78%
Local Tax	\$4,606	1.68%
Garbage Disposal	\$7	0.00%
Gas and Electric	\$9,631	3.52%
Telephone & Internet	\$1,522	0.56%
Total Expense	\$213,287	77.89%
Net Income	-\$22,205	-8.11%