



## CONFIDENTIAL Executive Summary

# SUB

# SANDWICH

Purchase Price:	\$275,000	#48489
Total Annual Sales*:	\$377,816	15501 San Pablo Ave.
Inventory:	\$3,500	Richmond, CA 94806
Managed Cash Flow**:	\$13,406	

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

\* Trailing 12 Months Ending 1/31/22

\*\* 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: 6/10/2040

Transfer Fee: \$5,000

Training Location: 2 weeks

Royalty: 8.0%

Advertising: 4.75%

Training Period: Milford, CT

Remodel Requirements: Due 6/8/2026

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### Lease Information:

Monthly Base Rent: \$4,203

Options: 3x5yr

Security Deposit: Approx. \$5500

Percentage Rent: N/A

CAM: \$1,960

Real Property Available: No

Expiration: 12/31/2023

Monthly Property Tax: Included

Increases: 3% annually

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### Location Details:

Business Established: 9/8/2019

Building Type: Inline

Building Size: 1,400 SF

Owner Since: 6/30/2020

Seating: TBD

Employees: 5

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location near the intersection of Richmond Pkwy and Atlas Rd. Unit is facing the road for high visibility. Other tenants in complex include a nail salon, Holistic Healing Collective, cleaners and The UPS Store. A Starbucks and Arco gas station and am/pm convenience store are located right next door. Multiple schools, a park and many apartment and residential properties in surrounding 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**

**#48489**  
**PROFORMA**

<b>Trailing 12 Months Ending 1/31/22</b>		
SALES	\$ 377,816	
COGS:	\$ 86,142	22.8%
Labor:	\$ 105,411	27.9%
Workers Comp*:	\$ 2,635	2.5%
Payroll Taxes*:	\$ 13,176	12.5%
R&M:	\$ 1,511	0.4%
Utilities:	\$ 18,410	4.9%
Rent:	\$ 50,436	13.3%
CAM:	\$ 23,520	6.2%
Nat'l Advertising:	\$ 17,946	4.8%
Royalty:	\$ 30,225	8.0%
Insurance:	\$ 2,700	0.7%
Bank Charges:	\$ 180	0.0%
Credit Card Fees:	\$ 7,178	1.9%
Professional Services:	\$ 1,500	0.4%
Outside Services:	\$ 1,075	0.3%
Pest Control:	\$ 540	0.1%
Security:	\$ 530	0.1%
Permits & Licenses:	\$ 915	0.2%
Cash Over/Short:	\$ 378	0.1%
<b>Total Expenses:</b>	<b>\$ 364,409</b>	<b>96.5%</b>
<b>Managed Cash Flow:</b>	<b>\$ 13,406</b>	<b>3.5%</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.