



**CONFIDENTIAL Executive Summary**

**SUB  
SANDWICH**

Purchase Price: \$250,000  
Total Annual Sales\*: \$284,569  
Inventory: \$3,500  
Managed Cash Flow\*\*: \$27,094

**Subway #5073  
18915 Sonoma Hwy  
Sonoma, CA 95476**

**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: 4/30/2034      Transfer Fee: \$5,000      Training Location: Milford, CT  
Royalty: 8.0%      Advertising: 4.8%      Training Period: 2 weeks  
Remodel Requirements: Due 6/30/2021, approximately \$35-45K

**Lease Information:**

Monthly Base Rent: \$2,369      Options: None      Security Deposit: Approx \$3,000  
Percentage Rent: N/A      CAM: Included      Real Property Available: No  
Expiration: 9/30/2023      Monthly Property Tax: \$110      Increases: N/A

**Location Details:**

Business Established: 1/19/1989      Building Type: Inline      Building Size: 1,200 SF  
Owner Since: 5/7/2014      Seating: Approximatly 12      Employees: 5  
Hours of Operation: 8a - 10p      Licenses Needed: Business, Health      Equipment Value: \$7,500

Located in the Vineyard Shopping Center, near the intersection of Verano Ave and Sonoma Hwy. Other business in the center include an insurance company, a market, Metro PCS and a Taekwondo studio. The Sonoma skatepark is directly located across the street.

**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 #5073 PROFORMA

YE 2019		
SALES	\$ 284,569	
COGS:	\$ 71,427	25.1%
Labor:	\$ 76,549	26.9%
Workers Comp*:	\$ 2,105	2.8%
Payroll Taxes*:	\$ 8,650	11.3%
R&M:	\$ 1,423	0.5%
Utilities:	\$ 16,155	5.7%
Rent:	\$ 28,430	10.0%
Property Tax:	\$ 1,300	0.5%
Nat'l Advertising:	\$ 13,517	4.8%
Royalty:	\$ 22,766	8.0%
Insurance:	\$ 3,135	1.1%
Bank Charges:	\$ 180	0.1%
Credit Card Fees:	\$ 5,549	2.0%
Professional Services:	\$ 1,980	0.7%
Outside Services:	\$ 1,095	0.4%
Pest Control:	\$ 500	0.2%
Security:	\$ 635	0.2%
Permits & Licenses:	\$ 1,570	0.6%
Cash Over/Short:	\$ 285	0.1%
Other G&A:	\$ 225	0.1%
<b>Total Expenses:</b>	<b>\$ 257,475</b>	<b>90.5%</b>
<b>Managed Cash Flow:</b>	<b>\$ 27,094</b>	<b>9.5%</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.