



## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$170,000	<b>#61241 - Subway</b>
Total Annual Sales*:	\$478,409	<b>1501 Sloat Blvd</b>
Inventory:	\$3,500	<b>San Francisco, CA 94132</b>
Owner Operated Cash Flow**:	\$61,605	

**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.

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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: 6/11/2032	Transfer Fee: \$5,000	Training Location: Milford, CT
Royalty: 8.0%	Advertising: 4.8%	Training Period: 2 weeks
Remodel Requirements: Every 7 years		

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### Lease Information:

Monthly Base Rent: \$6,633	Options: 2x5yr	Security Deposit: \$5,176
Percentage Rent: None	CAM: Included in rent	Real Property Available: No
Expiration: 12/31/2024	Monthly Property Tax: Included in rent	Increases: 3%

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### Location Details:

Business Established: 12/4/2014	Building Type: Inline; endcap	Building Size: 876 SF
Owner Since: 12/4/2014	Seating: 11	Employees: 12
Hours of Operation: M-Su 9a-9p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located right off of Sloat Blvd. near Lakeshore Plaza. Other tenants in plaza include Lucky grocery, Petco, Big 5 Sporting Goods, Ross, US Post Office and many others. Residential properties surround area. Other restaurants nearby include Ono Hawaiian BBQ, The Noodle House, Noah's NY Bagels and Chipotle.

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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.

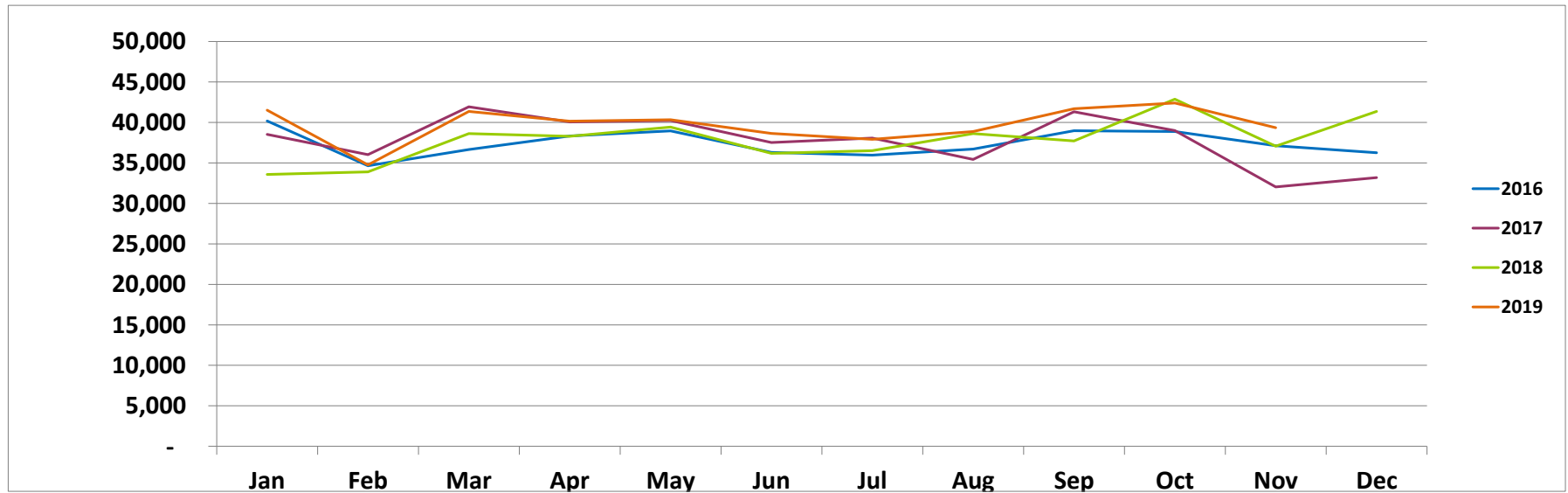


# SUB SANDWICH

## MONTHLY SALES

#61241 - Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2016</b>	\$40,185	\$34,651	\$36,664	\$38,327	\$38,967	\$36,309	\$35,956	\$36,713	\$38,970	\$38,878	\$37,119	\$36,252	\$448,990
<b>2017</b>	\$38,520	\$36,028	\$41,934	\$40,063	\$40,234	\$37,521	\$38,072	\$35,442	\$41,319	\$38,998	\$32,036	\$33,179	\$453,345
<b>\$ +/-</b>	(\$1,665)	\$1,377	\$5,270	\$1,736	\$1,267	\$1,213	\$2,117	(\$1,271)	\$2,349	\$120	(\$5,083)	(\$3,073)	\$4,355
<b>% +/-</b>	-4%	4%	14%	5%	3%	3%	6%	-3%	6%	0%	-14%	-8%	1%
<b>2017</b>	\$38,520	\$36,028	\$41,934	\$40,063	\$40,234	\$37,521	\$38,072	\$35,442	\$41,319	\$38,998	\$32,036	\$33,179	\$453,345
<b>2018</b>	\$33,577	\$33,896	\$38,630	\$38,284	\$39,432	\$36,189	\$36,518	\$38,617	\$37,710	\$42,877	\$37,071	\$41,363	\$454,166
<b>\$ +/-</b>	(\$4,942)	(\$2,132)	(\$3,304)	(\$1,779)	(\$802)	(\$1,333)	(\$1,554)	\$3,175	(\$3,609)	\$3,879	\$5,036	\$8,184	\$820
<b>% +/-</b>	-13%	-6%	-8%	-4%	-2%	-4%	-4%	9%	-9%	10%	16%	25%	0%
<b>2018</b>	\$33,577	\$33,896	\$38,630	\$38,284	\$39,432	\$36,189	\$36,518	\$38,617	\$37,710	\$42,877	\$37,071	\$41,363	\$454,166
<b>2019</b>	\$41,522	\$34,760	\$41,367	\$40,157	\$40,344	\$38,640	\$37,913	\$38,887	\$41,696	\$42,404	\$39,356	\$0	\$437,046
<b>\$ +/-</b>	\$7,945	\$864	\$2,737	\$1,873	\$912	\$2,451	\$1,395	\$270	\$3,986	(\$474)	\$2,284		\$24,244
<b>% +/-</b>	24%	3%	7%	5%	2%	7%	4%	1%	11%	-1%	6%		6%



**Northbay Subs LLC**  
**Profit & Loss #61241**  
**January through August 2019**

	<b>TOTAL</b>	
	<b>Jan - Aug 19</b>	<b>%</b>
Income		
Sales		
Sales-Oth	\$299,619	95.25%
Sales-SFHSCO	\$14,958	4.75%
Total Income	\$314,577	100.0%
Cost of Goods Sold		
Beverage Cost	\$287	0.09%
Food Cost	\$89,056	28.31%
Gift Card Cost	\$23	0.01%
Total COGS	\$89,366	28.41%
Gross Profit	\$225,211	71.59%
Expense		
Advertising and Promotion - FAF	\$14,834	4.72%
Bank Service Charges - Other	\$198	0.06%
SFHSCO Surcharge	\$14,859	4.72%
Workers Compensation	\$586	0.19%
Merchant Account Fee	\$5,163	1.64%
Payroll Processing Expenses - Subsource	\$120	0.04%
Pest Control	\$192	0.06%
CAM	\$10,944	3.48%
Rent Expense - Other	\$36,736	11.68%
Equipment Repair	\$318	0.1%
Equipment Repairs-wages & exp	\$611	0.19%
Royalties	\$23,971	7.62%
Salaries & Wages	\$76,508	24.32%
Local Tax	\$1,186	0.38%
Payroll Tax	\$7,333	2.33%
Property Tax	\$1,156	0.37%
State Tax	\$800	0.25%
Gas and Electric	\$6,827	2.17%
Telephone & Internet	\$828	0.26%
Total Expense	\$203,173	64.59%
<b>Net Income</b>	<b>\$22,038</b>	<b>7.01%</b>
Adjustments:		
Add Back Manager Salary	\$24,000	7.63%
Rent Adjustment	-\$4,227	-1.34%
Royalty Adjustment	-\$1,195	-0.38%
Advertising Adjustment	-\$108	-0.03%
Adjusted Net Income	\$40,508	12.88%
<b>Trailing 12 Month Sales ending 11/30/2019</b>	<b>\$478,409</b>	
<b>TTM Adjusted Net Income</b>	<b>\$61,605</b>	<b>12.88%</b>

**Northbay Subs LLC**  
**Profit & Loss #61241**  
**January through December 2018**

	<u>TOTAL</u>	
Income		
Rebate	\$3,343	0.73%
Sales		
Sales-Oth	\$435,947	94.55%
Sales-SFHSCO	\$21,781	4.72%
Total Income	\$461,071	100.00%
Cost of Goods Sold		
Beverage Cost	\$314	0.07%
Food Cost	\$129,989	28.19%
Gift Card Cost	\$134	0.03%
Total COGS	\$130,437	28.29%
Gross Profit	\$330,634	71.71%
Expense		
Advertising and Promotion - FAF	\$21,755	4.72%
Alarm and Security	\$290	0.06%
Bank Service Charges - Other	\$368	0.08%
EBP SFHSCO Surcharge	\$15,981	3.47%
Workers Compensation	\$5,707	1.24%
Merchant Account Fee	\$7,591	1.65%
Payroll Processing Expenses - Subsource	\$160	0.03%
Pest Control	\$466	0.10%
CAM	\$15,169	3.29%
Rent Expense - Other	\$60,039	13.02%
Building Repair	\$375	0.08%
Equipment Repair	\$4,098	0.89%
Equipment Repairs-wages & exp	\$2,460	0.53%
Royalties	\$37,209	8.07%
Salaries & Wages	\$124,210	26.94%
Licenses & Permits	\$1,213	0.26%
Sales Tax	\$1,851	0.40%
Payroll Tax	\$11,565	2.51%
Property Tax	\$1,226	0.27%
State Tax	\$800	0.17%
Garbage Disposal	\$7	0.00%
Gas and Electric	\$9,767	2.12%
Telephone & Internet	\$1,474	0.32%
Total Expense	\$323,781	70.22%
<b>Net Income</b>	<b>\$6,853</b>	<b>1.49%</b>