



## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$100,000	<b>#65436 - Subway</b>
Total Annual Sales*:	\$242,602	<b>124-B Calistoga Road</b>
Inventory:	\$3,500	<b>Santa Rosa, CA 95409</b>
Owner Operated Cash Flow**:	\$8,230	

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

\* Trailing 12 Months Ending 9/30/2020

\*\* 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: 4/4/2035	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: \$4,484	Options: 3x5yr	Security Deposit: \$2,538
Percentage Rent: None	CAM: Included in rent	Real Property Available: No
Expiration: 12/31/2020	Monthly Property Tax: Included in rent	Increases: 3%

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### Location Details:

Business Established: 12/23/2015	Building Type: Inline	Building Size: 1,128 SF
Owner Since: 12/15/2015	Seating: 16	Employees: 5
Hours of Operation: M-Su 9a-9p	Licenses Needed: Business, Health	Equipment Value: \$7,500

Located in St. Francis Center, at the intersection of Calistoga Rd. and Sonoma Hwy. Safeway grocery is the anchor store of the center. Other tenants include a UPS store, nail

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**Remember you have agreed to keep all FranBizNetwork listings confidential.**

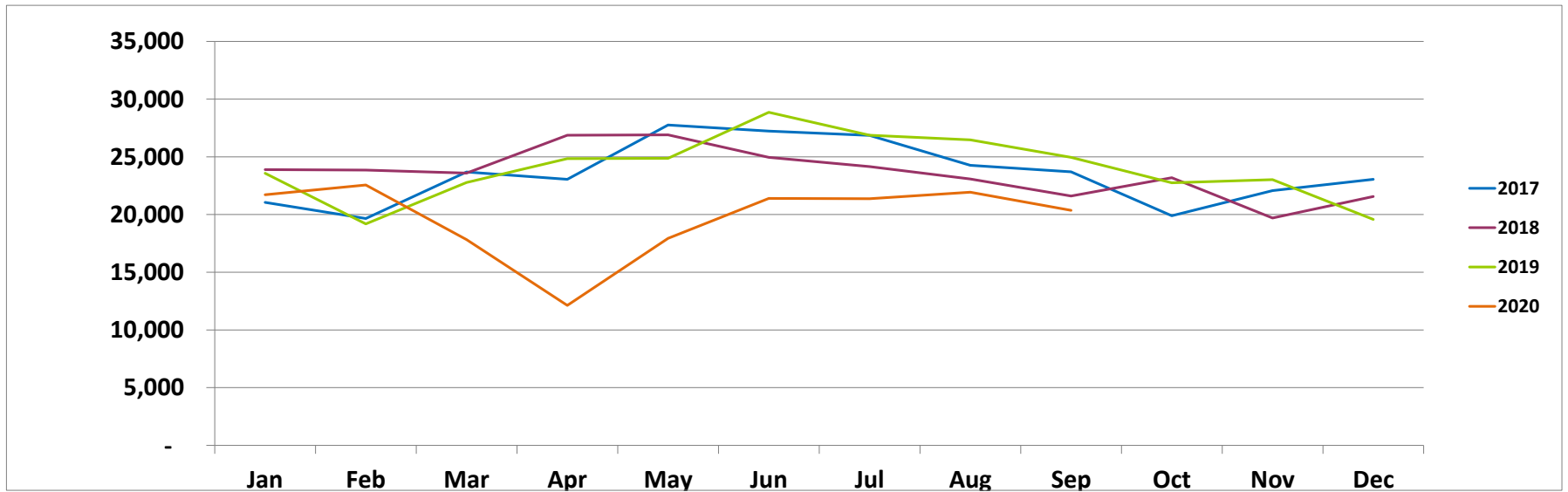
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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.



**MONTHLY SALES**

#65436 - Subway

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2017</b>	\$21,058	\$19,656	\$23,684	\$23,053	\$27,758	\$27,236	\$26,855	\$24,269	\$23,700	\$19,902	\$22,076	\$23,046	\$282,292
<b>2018</b>	\$23,888	\$23,852	\$23,595	\$26,871	\$26,904	\$24,956	\$24,149	\$23,077	\$21,600	\$23,192	\$19,701	\$21,563	\$283,349
<b>\$ +/-</b>	\$2,830	\$4,196	(\$89)	\$3,819	(\$855)	(\$2,280)	(\$2,706)	(\$1,191)	(\$2,100)	\$3,290	(\$2,374)	(\$1,484)	\$1,057
<b>% +/-</b>	13%	21%	0%	17%	-3%	-8%	-10%	-5%	-9%	17%	-11%	-6%	0%
<b>2018</b>	\$23,888	\$23,852	\$23,595	\$26,871	\$26,904	\$24,956	\$24,149	\$23,077	\$21,600	\$23,192	\$19,701	\$21,563	\$283,349
<b>2019</b>	\$23,573	\$19,188	\$22,776	\$24,844	\$24,875	\$28,860	\$26,873	\$26,474	\$24,956	\$22,750	\$23,027	\$19,579	\$287,775
<b>\$ +/-</b>	(\$314)	(\$4,664)	(\$819)	(\$2,027)	(\$2,028)	\$3,904	\$2,724	\$3,397	\$3,356	(\$443)	\$3,326	(\$1,984)	\$4,426
<b>% +/-</b>	-1%	-20%	-3%	-8%	-8%	16%	11%	15%	16%	-2%	17%	-9%	2%
<b>2019</b>	\$23,573	\$19,188	\$22,776	\$24,844	\$24,875	\$28,860	\$26,873	\$26,474	\$24,956	\$22,750	\$23,027	\$19,579	\$287,775
<b>2020</b>	\$21,709	\$22,560	\$17,829	\$12,129	\$17,945	\$21,399	\$21,372	\$21,935	\$20,370	\$0	\$0	\$0	\$177,247
<b>\$ +/-</b>	(\$1,864)	\$3,372	(\$4,947)	(\$12,716)	(\$6,931)	(\$7,461)	(\$5,500)	(\$4,539)	(\$4,586)				(\$45,172)
<b>% +/-</b>	-8%	18%	-22%	-51%	-28%	-26%	-20%	-17%	-18%				-20%



**Northbay Subs LLC**  
**Profit & Loss #65436**  
**January through August 2019**

	<b>TOTAL</b>	
	<b>Jan - Aug 19</b>	<b>%</b>
Income		
Rebate	\$3,207	1.6%
Sales-Oth	\$196,985	98.4%
Total Income	\$200,192	100.0%
Cost of Goods Sold		
Beverage Cost	\$6,844	3.42%
Food Cost	\$67,729	33.83%
Gift Card Cost	\$30	0.01%
Total COGS	\$74,603	37.27%
Gross Profit	\$125,589	62.73%
Expense		
Advertising and Promotion - FAF	\$9,168	4.58%
Alarm and Security	\$320	0.16%
Bank Service Charges - Other	\$229	0.11%
EPL	\$225	0.11%
Workers Compensation	\$1,077	0.54%
Merchant Account Fee	\$2,982	1.49%
Payroll Processing Expenses - Subsource	\$140	0.07%
CAM	\$3,812	1.9%
Rent Expense - Other	\$29,715	14.84%
Equipment Repair	\$482	0.24%
Equipment Repairs-wages & exp	\$708	0.35%
Royalties	\$15,342	7.66%
Salaries & Wages	\$0	0.0%
Reimb & Other Pmt	\$42	0.02%
Salaries & Wages - Other	\$52,328	26.14%
Licences and Permits	\$90	0.04%
Payroll Tax	\$5,557	2.78%
Property Tax	\$956	0.48%
Garbage and Disposal Exp	\$3,498	1.75%
Gas and Electric	\$12,988	6.49%
Telephone & Internet	\$735	0.37%
Total Expense	\$140,393	70.13%
<b>Net Income</b>	<b>-\$14,805</b>	<b>-7.4%</b>
Adjustments:		
Add Back Manager Salary	\$24,000	11.99%
Rent Adjustment	-\$1,390	-0.69%
Royalty Adjustment	-\$673	-0.34%
Advertising Adjustment	-\$341	-0.17%
Adjusted Net Income	\$6,791	3.39%
<b>Trailing 12 Month Sales ending 9/30/2020</b>	<b>\$242,602</b>	
<b>TTM Adjusted Net Income</b>	<b>\$8,230</b>	<b>3.39%</b>

**Northbay Subs LLC**  
**Profit & Loss #65436**  
**January through December 2018**

Income		
Rebate	\$6,164	2.12%
Sales-Oth	\$284,436	97.88%
Total Income	\$290,600	100.00%
Cost of Goods Sold		
Beverage Cost	\$1,572	0.54%
Food Cost	\$81,864	28.17%
Gift Card Cost	\$623	0.21%
Total COGS	\$84,059	28.93%
Gross Profit	\$206,541	71.07%
Expense		
Advertising and Promotion - FAF	\$13,667	4.70%
Alarm and Security	\$704	0.24%
Gas & Mileage	\$1	0.00%
Bank Service Charges - Other	\$312	0.11%
Dues and Subscrip	\$143	0.05%
Workes Compensation	\$5,085	1.75%
Merchant Account Fee	\$4,367	1.50%
Payroll Processing Expenses - Subsource	\$220	0.08%
Payroll Processing Expenses - Other	\$254	0.09%
CAM	\$6,290	2.16%
Rent Expense - Other	\$46,983	16.17%
Building Repair	\$1,283	0.44%
Equipment Repair	\$1,247	0.43%
Equipment Repairs-wages & exp	\$1,367	0.47%
Royalties	\$23,976	8.25%
Salaries & Wages		
Salaries & Wages - Other	\$69,874	24.04%
Licencses and Permints	\$1,301	0.45%
Payroll Tax	\$7,559	2.60%
Property Tax	\$1,033	0.36%
Garbage and Disposal Exp	\$4,264	1.47%
Gas and Electric	\$12,319	4.24%
Telephone & Internet	\$1,317	0.45%
Total Expense	\$203,566	70.05%
<b>Net Income</b>	\$2,975	1.02%