



**CONFIDENTIAL Executive Summary**

**SUB**

Purchase Price: \$100,000  
 Total Annual Sales\*: \$242,681  
 Inventory: \$3,500  
 Cash Flow\*\*: \$20,910

**#65436 - Subway**  
**124-B Calistoga Road**  
**Santa Rosa, CA 95409**

**SANDWICH**

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

\* Trailing 12 Months Ending 2/28/2021

\*\* 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: 4/4/2035  
 Royalty: 8.0%

Transfer Fee: \$5,000  
 Advertising: 4.8%

Training Location: Milford, CT  
 Training Period: 2 weeks

Remodel Requirements: Every 7 years

**Lease Information:**

Monthly Base Rent: N/A  
 Percentage Rent: 8.00%  
 Expiration: 12/31/2020

Options: 3x5yr  
 CAM: Included in rent  
 Monthly Property Tax: Included in rent

Security Deposit: \$2,538  
 Real Property Available: No  
 Increases: 3%

**Location Details:**

Business Established: 12/23/2015  
 Owner Since: 12/15/2015  
 Hours of Operation: M-Su 9a-9p

Building Type: Inline  
 Seating: 16  
 Licenses Needed: Business, Health

Building Size: 1,128 SF  
 Employees: 5  
 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 salon, a barber and cleaners. Other restaurants in area include Papa Murphy's, Su Casa Mexican and Everest Indian.

**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.





## #65436 - Subway PROFORMA

Trailing 12 Months Ending 2/28/2021		
SALES	\$ 242,681	
COGS:	\$ 64,310	26.5%
Labor:	\$ 67,951	28.0%
Workers Comp*:	\$ 1,359	2.0%
Payroll Taxes*:	\$ 7,475	11.0%
R&M:	\$ 2,621	1.1%
Utilities:	\$ 16,420	6.8%
Rent:	\$ 19,728	8.1%
Nat'l Advertising:	\$ 11,527	4.8%
Royalty:	\$ 19,414	8.0%
Insurance:	\$ 3,615	1.5%
Bank Charges:	\$ 200	0.1%
Credit Card Fees:	\$ 4,368	1.8%
Professional Services:	\$ 1,200	0.5%
Outside Services:	\$ 240	0.1%
Pest Control:	\$ 380	0.2%
Security:	\$ 700	0.3%
Permits & Licenses:	\$ 20	0.0%
Cash Over/Short:	\$ 243	0.1%
Total Expenses:	\$ 221,771	91.4%
Managed Cash Flow:	\$ 20,910	8.6%

\*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.