



CONFIDENTIAL Executive Summary

SUB

SANDWICH

Purchase Price:	\$100,000	#65436 - Subway
Total Annual Sales*:	\$242,681	124-B Calistoga Road
Inventory:	\$3,500	Santa Rosa, CA 95409
Owner Operated Cash Flow**:	\$20,910	

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

Lease Information:

Monthly Base Rent: N/A	Options: 3x5yr	Security Deposit: \$2,538
Percentage Rent: 8.00%	CAM: Included in rent	Real Property Available: No
Expiration: 12/31/2020	Monthly Property Tax: Included in rent	Increases: 3%

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 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.