



CONFIDENTIAL Executive Summary



Purchase Price:	\$75,000	#2946 - Falls Church
Total Annual Sales*:	\$540,447	7121 Leesburg Pike
Inventory:	\$4,000	Falls Church, VA 22043
Managed Cash Flow**:	\$43,986	
Owner-Operated Cash Flow**:	\$82,929	

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

* T13 Periods Ending P3 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.

Franchise Information:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum of \$80K with at least \$300K net worth.

Franchise Agreement Expiration: 2026

Transfer Fee: Approx. \$7,500

Training Location: Champaign, IL

Royalty: 7.0%

Advertising: 3.5%

Training Period: 7 weeks

Remodel Requirements: Remodel required every 10 years

Lease Information:

Monthly Base Rent: \$5,543

Options: 2x5yr

Security Deposit: \$4,083.50

Percentage Rent: N/A

CAM: Included

Real Property Available: No

Expiration: 2026

Monthly Property Tax: TBD

Increases: 3% annually

Location Details:

Business Established: 2016

Building Type: Inline

Building Size: 1,097 SF

Owner Since: 2016

Seating: 15

Employees: 9

Hours of Operation: 11a-9p

Licenses Needed: Business, Health

Equipment Value: Approx. \$150,000

Seller financing is available with 20% down.

Located in a retail/office complex right off of Leesburg Pike Rd. A large high school and middle school are across the street. Other stores in the area include Staples, CVS, car dealerships and a Giant Food grocery. A new townhouse complex is located directly across from the restaurant. Within a mile of the I-66 freeway and the Metro Kiss and Ride Lot. Nearby competitors include Jersey Mike's, Lazy Mike's and McDonald's.

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.



#2946 - Falls Church

PROFORMA - MANAGED

	T13 Periods Ending P3 2020	
SALES	\$ 540,447	
COGS:	\$ 145,921	27.0%
Crew Labor:	\$ 122,952	22.8%
GM:	\$ 37,000	6.8%
Workers Comp*:	\$ 4,239	2.7%
Payroll Taxes*:	\$ 4,159	2.6%
R&M:	\$ 1,621	0.3%
Non-Ingredient:	\$ 6,215	1.2%
Utilities:	\$ 11,930	2.2%
Rent:	\$ 66,516	12.3%
Nat'l Advertising:	\$ 18,916	3.5%
Royalty:	\$ 37,831	7.0%
Equipment Lease:	\$ 600	0.1%
Insurance:	\$ 600	0.1%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,511	2.5%
Professional Services:	\$ 4,500	0.8%
Outside Services:	\$ 2,145	0.4%
Laundry/Uniforms:	\$ 2,990	0.6%
Pest Control:	\$ 670	0.1%
Security:	\$ 315	0.1%
Permits & Licenses:	\$ 975	0.2%
Cash Over/Short:	\$ 540	0.1%
Employee Benefits:	\$ 80	0.0%
Other G&A:	\$ 11,855	2.2%
Total Expenses:	\$ 496,681	91.9%
Other Income:	\$ 220	0.0%
Managed Cash Flow:	\$ 43,986	8.1%

PROFORMA - OWNER OPERATED

	T13 Periods Ending P3 2020	
SALES	\$ 540,447	
COGS:	\$ 145,921	27.0%
Crew Labor:	\$ 122,952	22.8%
Assume Owner is GM		
Workers Comp*:	\$ 3,258	2.7%
Payroll Taxes*:	\$ 3,197	2.6%
R&M:	\$ 1,621	0.3%
Non-Ingredient:	\$ 6,215	1.2%
Utilities:	\$ 11,930	2.2%
Rent:	\$ 66,516	12.3%
Nat'l Advertising:	\$ 18,916	3.5%
Royalty:	\$ 37,831	7.0%
Equipment Lease:	\$ 600	0.1%
Insurance:	\$ 600	0.1%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,511	2.5%
Professional Services:	\$ 4,500	0.8%
Outside Services:	\$ 2,145	0.4%
Laundry/Uniforms:	\$ 2,990	0.6%
Pest Control:	\$ 670	0.1%
Security:	\$ 315	0.1%
Permits & Licenses:	\$ 975	0.2%
Cash Over/Short:	\$ 540	0.1%
Employee Benefits:	\$ 80	0.0%
Other G&A:	\$ 11,855	2.2%
Total Expenses:	\$ 457,738	84.7%
Other Income:	\$ 220	0.0%
Owner-Operated Cash Flow:	\$ 82,929	15.3%

*Workers Comp and Payroll Taxes shown as a % of Total Labor

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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.