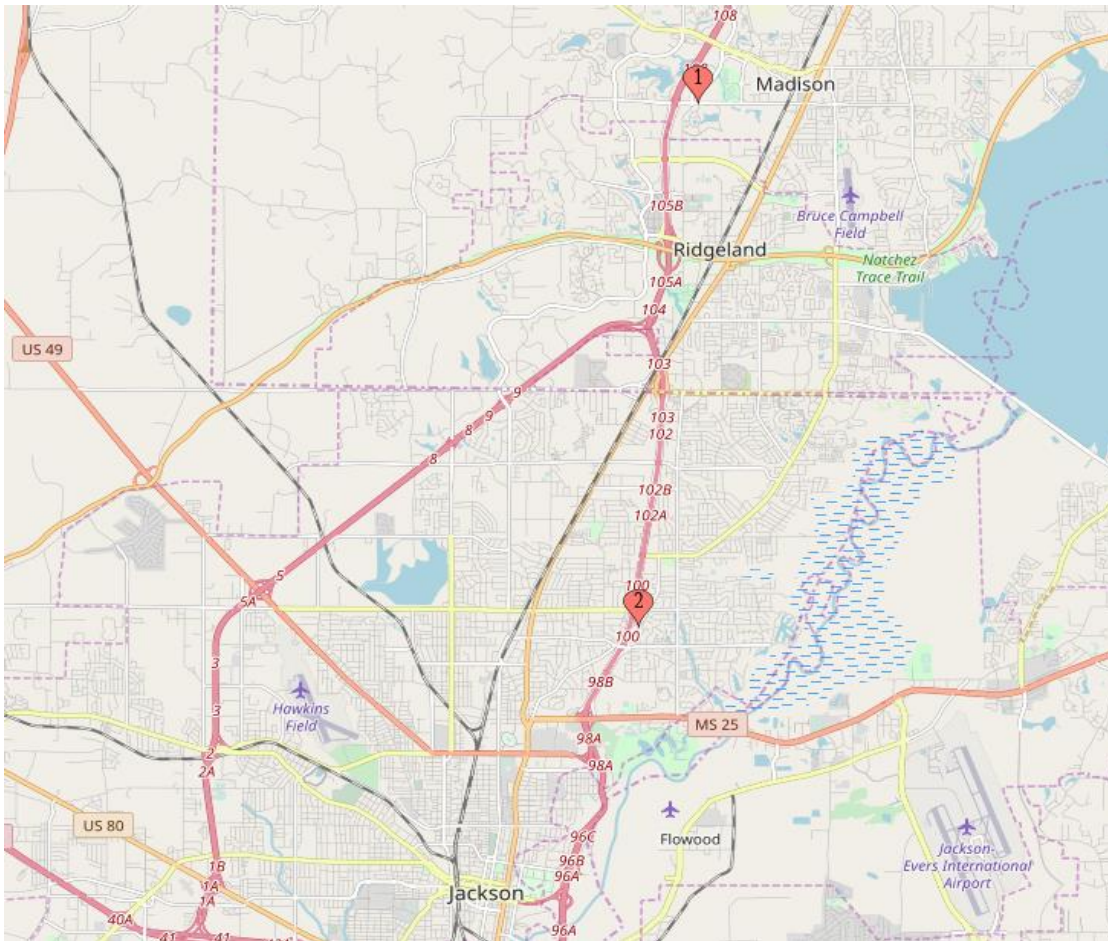




## Moe's Southwest Grill 2 Locations in MS - \$900,000



Stores are approximately 15 minutes apart.

Store	Trailing 12 Months Ending 12/31/2019	Managed Cash Flow
364	\$1,001,561	\$123,565
365	\$1,050,328	\$109,595
<b>TOTAL</b>	<b>\$2,051,889</b>	<b>\$233,161</b>



## CONFIDENTIAL Executive Summary



Purchase Price: \$900,000 for the package  
Total Annual Sales\*: \$1,001,561  
Inventory: \$5,000  
Managed Cash Flow\*\*: \$123,565

Moe's #364  
179 Grandview Blvd.  
Madison, MS 39110

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

\* Trailing 12 Months Ending 12/31/2019

\*\* 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:

Focus Brands is the indirect parent company of Moe's Southwest Grill and other iconic foodservice brands (Schlotzsky's, Carvel, Cinnabon, McAlister's Deli, Auntie Anne's and Jamba). Moe's has more than 700 restaurants in 40 states. Patrons at Moe's are able to create their own unique southwestern flavor with more than 20 fresh ingredients available. Franchisor prefers at least \$100,000 in liquidity and a net worth of \$1,000,000.

Franchise Agreement Expiration: 2036  
Royalty: 5.0%  
Remodel Requirements: N/A

Transfer Fee: Negotiable  
Advertising: 2.0%

Training Location: Atlanta or Corporate store  
Training Period: 2 weeks

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### Lease Information:

Monthly Base Rent: \$5,777  
Percentage Rent: 5% after \$1.38M  
Expiration: February 2027

Options: 3x5yr  
CAM: \$516  
Monthly Property Tax: \$429

Security Deposit: \$5,777  
Real Property Available: No  
Increases: 7.14% in year 6

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### Location Details:

Business Established: February 2017  
Owner Since: February 2017  
Hours of Operation: 11a - 9p

Building Type: Endcap  
Seating: 80  
Licenses Needed: Business, Health

Building Size: 2,476 SF  
Employees: 22  
Equipment Value: \$120,000

Located off I-55 between Madison Ave and Main St. Endcap location in the same shopping plaza as a Dick's Sporting Goods, HomeGoods, Best Buy, Stein Mart, Ulta and others. Plenty of parking available. A Sam's Club, Lowe's, Walmart and cinema are all nearby. Nearby restaurants include Karibe Mexican Grill, Corner Bakery, Zaxby's and Firehouse Subs.

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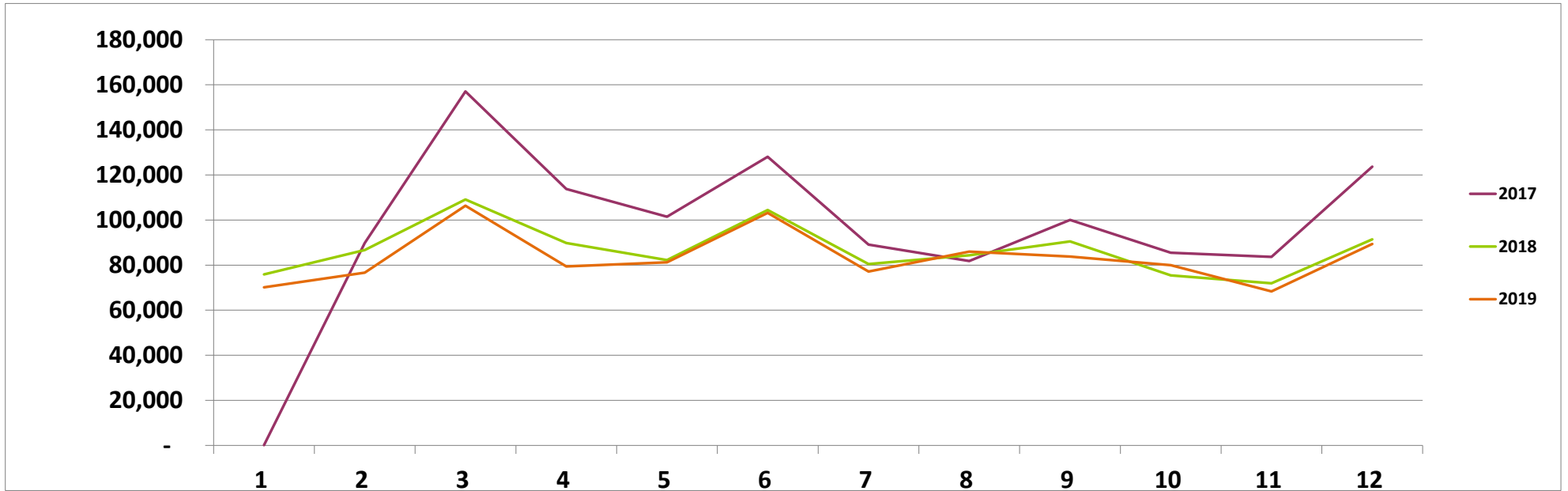
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**MONTHLY SALES**

Moe's #364

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2017</b>	\$119	\$89,809	\$157,053	\$113,744	\$101,467	\$128,041	\$89,077	\$81,843	\$100,087	\$85,488	\$83,623	\$123,645	\$1,153,996
<b>2018</b>	\$75,866	\$86,713	\$109,107	\$89,814	\$82,226	\$104,416	\$80,451	\$84,369	\$90,479	\$75,470	\$71,936	\$91,424	\$1,042,271
<b>\$ +/-</b>	\$75,747	(\$3,096)	(\$47,946)	(\$23,930)	(\$19,241)	(\$23,625)	(\$8,626)	\$2,526	(\$9,608)	(\$10,018)	(\$11,687)	(\$32,221)	(\$111,725)
<b>% +/-</b>	63653%	-3%	-31%	-21%	-19%	-18%	-10%	3%	-10%	-12%	-14%	-26%	-10%
<b>2018</b>	\$75,866	\$86,713	\$109,107	\$89,814	\$82,226	\$104,416	\$80,451	\$84,369	\$90,479	\$75,470	\$71,936	\$91,424	\$1,042,271
<b>2019</b>	\$70,121	\$76,646	\$106,350	\$79,379	\$81,276	\$103,192	\$77,173	\$85,988	\$83,797	\$79,954	\$68,332	\$89,353	\$1,001,561
<b>\$ +/-</b>	(\$5,745)	(\$10,067)	(\$2,757)	(\$10,435)	(\$950)	(\$1,224)	(\$3,278)	\$1,619	(\$6,682)	\$4,484	(\$3,604)	(\$2,071)	(\$40,710)
<b>% +/-</b>	-8%	-12%	-3%	-12%	-1%	-1%	-4%	2%	-7%	6%	-5%	-2%	-4%





**Moe's #364  
PROFORMA**

<b>Trailing 12 Months Ending 12/31/2019</b>		
SALES	\$ 1,001,561	
COGS:	\$ 354,553	35.4%
Crew Labor:	\$ 195,304	19.5%
GM:	\$ 35,000	3.5%
Workers Comp*:	\$ 2,303	1.0%
Payroll Taxes*:	\$ 21,418	9.3%
R&M:	\$ 13,020	1.3%
Non-Ingredient:	\$ 20,031	2.0%
Utilities:	\$ 27,100	2.7%
Rent:	\$ 69,324	6.9%
CAM:	\$ 6,190	0.6%
Property Tax:	\$ 5,150	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 20,031	2.0%
Nat'l Advertising:	\$ 20,031	2.0%
Royalty:	\$ 50,078	5.0%
Equipment Lease:	\$ 710	0.1%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 16,025	1.6%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 1,800	0.2%
Permits & Licenses:	\$ 600	0.1%
Cash Over/Short:	\$ 1,002	0.1%
Employee Benefits:	\$ 1,500	0.1%
Other G&A:	\$ 3,725	0.4%
<b>Total Expenses:</b>	<b>\$ 877,996</b>	<b>87.7%</b>
<b>Managed Cash Flow:</b>	<b>\$ 123,565</b>	<b>12.3%</b>

\*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.



**CONFIDENTIAL Executive Summary**



Purchase Price: \$900,000 for the package  
Total Annual Sales\*: \$1,050,328  
Inventory: \$5,000  
Managed Cash Flow\*\*: \$109,595

**Moe's #365**  
**1220 East Northside Dr.**  
**Jackson, MS 39211**

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

\* Trailing 12 Months Ending 12/31/2019

\*\* 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.

**Franchise Information:**

Focus Brands is the indirect parent company of Moe's Southwest Grill and other iconic foodservice brands (Schlotzsky's, Carvel, Cinnabon, McAlister's Deli, Auntie Anne's and Jamba). Moe's has more than 700 restaurants in 40 states. Patrons at Moe's are able to create their own unique southwestern flavor with more than 20 fresh ingredients available. Franchisor prefers at least \$100,000 in liquidity and a net worth of \$1,000,000.

Franchise Agreement Expiration: 2036  
Royalty: 5.0%  
Remodel Requirements: N/A

Transfer Fee: Negotiable  
Advertising: 2.0%

Training Location: Atlanta or Corporate store  
Training Period: 2 weeks

**Lease Information:**

Monthly Base Rent: \$6,278  
Percentage Rent: No  
Expiration: October 2026

Options: 3x5yr  
CAM: \$502  
Monthly Property Tax: \$419

Security Deposit: \$6,278  
Real Property Available: No  
Increases: 2% annually

**Location Details:**

Business Established: October 2016  
Owner Since: October 2016  
Hours of Operation: 11a-9p

Building Type: Inline  
Seating: 78  
Licenses Needed: Business, Health

Building Size: 2,511 SF  
Employees: 22  
Equipment Value: \$125,000

Located off I-55 and E Northside Dr in the Maywood Mart Shopping Center. Other tenants include Starbucks, McDade's grocery, Massage Envy and other small businesses. Across the street is a Whole Foods Market and a upscale shopping area, Highland Village. Surrounded by residential properties. Nearby restaurants include Subway, McAlister's Deli, Aplos Simple Mediterranean.

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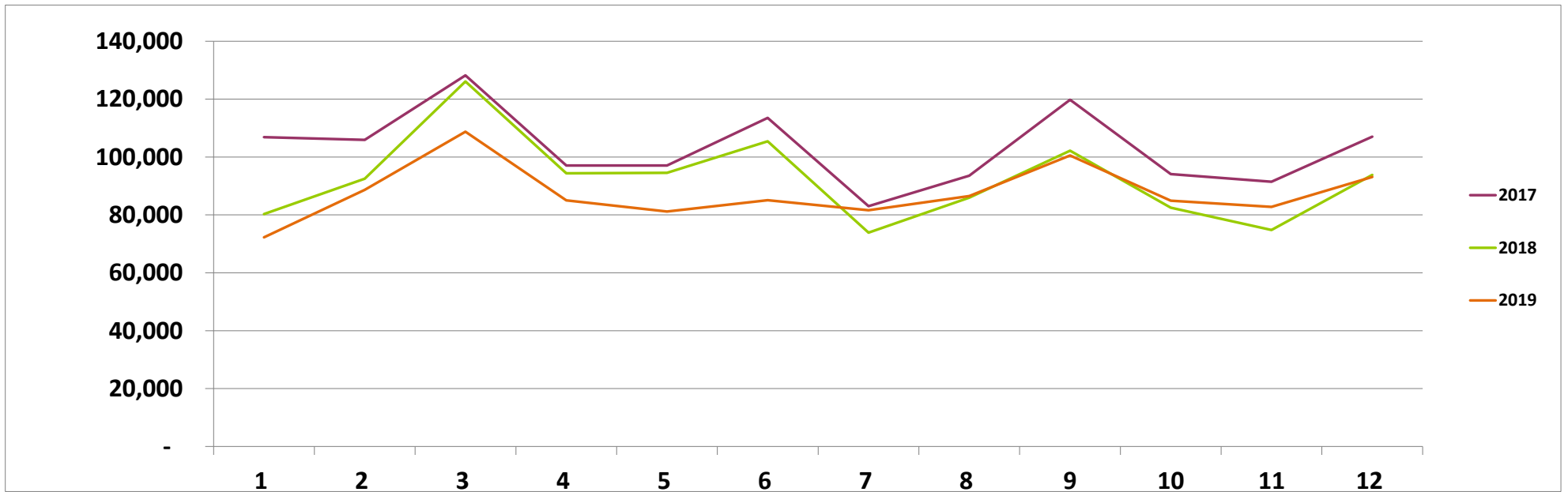
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**MONTHLY SALES**

**Moe's #365**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2017</b>	\$106,856	\$105,945	\$128,214	\$97,091	\$97,060	\$113,540	\$83,018	\$93,548	\$119,777	\$94,097	\$91,459	\$107,017	\$1,237,622
<b>2018</b>	\$80,274	\$92,485	\$126,111	\$94,370	\$94,569	\$105,435	\$73,874	\$85,972	\$102,160	\$82,472	\$74,776	\$93,843	\$1,106,341
<b>\$ +/-</b>	(\$26,582)	(\$13,460)	(\$2,103)	(\$2,721)	(\$2,491)	(\$8,105)	(\$9,144)	(\$7,576)	(\$17,617)	(\$11,625)	(\$16,683)	(\$13,174)	(\$131,281)
<b>% +/-</b>	-25%	-13%	-2%	-3%	-3%	-7%	-11%	-8%	-15%	-12%	-18%	-12%	-11%
<b>2018</b>	\$80,274	\$92,485	\$126,111	\$94,370	\$94,569	\$105,435	\$73,874	\$85,972	\$102,160	\$82,472	\$74,776	\$93,843	\$1,106,341
<b>2019</b>	\$72,249	\$88,673	\$108,746	\$85,032	\$81,152	\$85,055	\$81,597	\$86,488	\$100,556	\$84,924	\$82,765	\$93,091	\$1,050,328
<b>\$ +/-</b>	(\$8,025)	(\$3,812)	(\$17,365)	(\$9,338)	(\$13,417)	(\$20,380)	\$7,723	\$516	(\$1,604)	\$2,452	\$7,989	(\$752)	(\$56,013)
<b>% +/-</b>	-10%	-4%	-14%	-10%	-14%	-19%	10%	1%	-2%	3%	11%	-1%	-5%





## Moe's #365 PROFORMA

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 1,050,328	
COGS:	\$ 399,125	38.0%
Crew Labor:	\$ 194,311	18.5%
GM:	\$ 35,000	3.3%
Workers Comp*:	\$ 2,293	1.0%
Payroll Taxes*:	\$ 20,638	9.0%
R&M:	\$ 21,007	2.0%
Non-Ingredient:	\$ 10,503	1.0%
Utilities:	\$ 27,000	2.6%
Rent:	\$ 75,330	7.2%
CAM:	\$ 6,026	0.6%
Property Tax:	\$ 5,022	0.5%
Personal Property Tax:	\$ 1,000	0.1%
Local Advertising:	\$ 21,007	2.0%
Nat'l Advertising:	\$ 21,007	2.0%
Royalty:	\$ 52,516	5.0%
Insurance:	\$ 7,000	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 25,733	2.5%
Professional Services:	\$ 4,500	0.4%
Laundry/Uniforms:	\$ 300	0.0%
Security:	\$ 375	0.0%
Permits & Licenses:	\$ 2,000	0.2%
Cash Over/Short:	\$ 1,050	0.1%
Employee Benefits:	\$ 3,090	0.3%
Other G&A:	\$ 4,300	0.4%
<b>Total Expenses:</b>	<b>\$ 940,733</b>	<b>89.6%</b>
<b>Managed Cash Flow:</b>	<b>\$ 109,595</b>	<b>10.4%</b>

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

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