



**CONFIDENTIAL Executive Summary**



Purchase Price: \$375,000  
 Total Annual Sales\*: \$1,001,561  
 Inventory: \$5,000  
 Managed Cash Flow\*\*: \$110,993

**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.

**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: \$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

**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. Seller also has a second location for sale that can be added to the package.

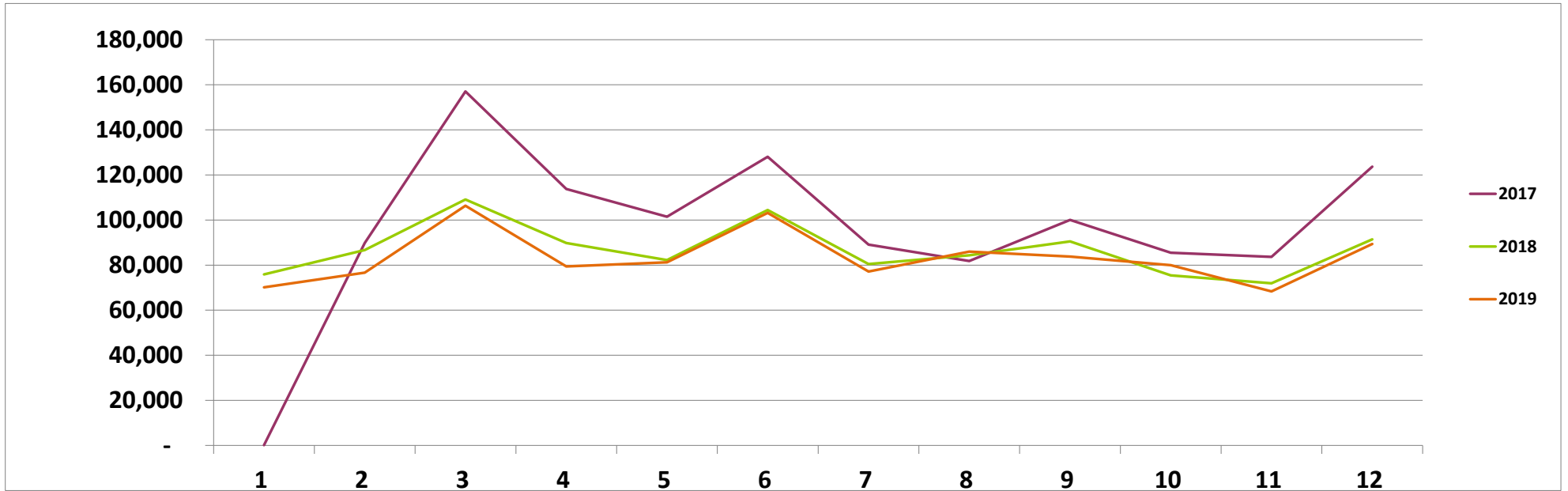
**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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**

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:                                       | \$ 340,531        | 34.0%        |
| Crew Labor:                                 | \$ 205,320        | 20.5%        |
| GM:   | \$ 35,000         | 3.5%         |
| Workers Comp*:                              | \$ 2,403          | 1.0%         |
| Payroll Taxes*:                             | \$ 19,826         | 8.3%         |
| R&M:  | \$ 15,023         | 1.5%         |
| Non-Ingredient:                             | \$ 30,047         | 3.0%         |
| Utilities:                                  | \$ 25,465         | 2.5%         |
| 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:                            | \$ 2,930          | 0.3%         |
| Insurance:                                  | \$ 7,000          | 0.7%         |
| Bank Charges:                               | \$ 600            | 0.1%         |
| Credit Card Fees:                           | \$ 17,027         | 1.7%         |
| Professional Services:                      | \$ 4,500          | 0.4%         |
| Laundry/Uniforms:                           | \$ 3,050          | 0.3%         |
| Pest Control:                               | \$ 1,630          | 0.2%         |
| Cash Over/Short:                            | \$ 1,002          | 0.1%         |
| Employee Benefits:                          | \$ 1,775          | 0.2%         |
| Other G&A:                                  | \$ 5,635          | 0.6%         |
| <b>Total Expenses:</b>                      | <b>\$ 890,568</b> | <b>88.9%</b> |
| <b>Managed Cash Flow:</b>                   | <b>\$ 110,993</b> | <b>11.1%</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.