



CONFIDENTIAL Executive Summary



Purchase Price:	\$170,000
Total Annual Sales*:	\$901,483
Inventory:	Approx. \$7,000
Managed Cash Flow**:	\$63,895
Owner-Operated Cash Flow**:	\$97,300

Baja Fresh #33
9000 Ming Ave
Bakersfield, CA 93311

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:

Founded in 1990, Baja Fresh operates or franchises 165 restaurants in 26 states as well as restaurants in Dubai and Singapore. In 2016, Baja Fresh became part of Kahala Brands, one of the fastest growing franchising companies in the world with a portfolio of 22 quick-service restaurant brands and approximately 2,900 locations in 28 countries. Baja Fresh serves handmade, fresh Mexican flavors for lunch, dinner, dine-in or take-out, all in a spacious and new contemporary environment. All entrées are made with fresh, all natural, hormone free, chicken, fire grilled steak, line caught seafood and slow roasted pork carnitas. Handmade guacamole and salsa bar hosting six salsas are made fresh every day, all day.

Franchise Agreement Expiration: 2023
Royalty: 4.0%
Remodel Requirements: None

Transfer Fee: Approx. \$10K
Advertising: 1.0%

Training Location: TBD
Training Period: Approx 6 weeks

Lease Information:

Monthly Base Rent: \$9,534
Percentage Rent: N/A
Expiration: 2023

Options: 1x5yr
CAM: \$1,629
Monthly Property Tax: \$1,228

Security Deposit: Approx. \$7,000
Real Property Available: No
Increases: 2% annually

Location Details:

Business Established: 1997
Owner Since: 2011
Hours of Operation: M-Su 11a-10p

Building Type: Inline
Seating: 104
Licenses Needed: ABC, Business, Health

Building Size: 3,000 SF
Employees: 12
Equipment Value: Approx. \$65,000

Located in The Marketplace shopping area. Other tenants in The Marketplace include Rite Aid, Von's grocery and Regal Edwards Cinema. Plenty of parking available. Easy access to/from Ming Avenue. Jamba Juice, Starbucks, Deli Delicious and Chase Bank are located in the same outlot as this restaurant. There is a small outdoor eating area. CA State University Bakersfield is located approximately a half mile north of restaurant. Nearby competitors include Que Pasa Mexican Cafe.

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.



Baja Fresh #33

PROFORMA - MANAGED

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 901,483	
COGS:	\$ 307,856	34.2%
Crew Labor:	\$ 216,356	24.0%
GM:	\$ 30,000	3.3%
Workers Comp*:	\$ 7,514	3.1%
Payroll Taxes*:	\$ 20,448	8.3%
R&M:	\$ 4,507	0.5%
Non-Ingredient:	\$ 2,254	0.3%
Utilities:	\$ 42,360	4.7%
Rent:	\$ 114,408	12.7%
CAM:	\$ 19,548	2.2%
Property Tax:	\$ 14,736	1.6%
Nat'l Advertising:	\$ 9,015	1.0%
Royalty:	\$ 36,059	4.0%
Insurance:	\$ 4,255	0.5%
Bank Charges:	\$ 600	0.1%
Professional Services:	\$ 4,500	0.5%
Permits & Licenses:	\$ 2,045	0.2%
Cash Over/Short:	\$ 901	0.1%
Other G&A:	\$ 225	0.0%
Total Expenses:	\$ 837,588	92.9%
Managed Cash Flow:	\$ 63,895	7.1%

*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.

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 901,483	
COGS:	\$ 307,856	34.2%
Crew Labor:	\$ 216,356	24.0%
Assume Owner is GM		
Workers Comp*:	\$ 6,599	3.1%
Payroll Taxes*:	\$ 17,958	8.3%
R&M:	\$ 4,507	0.5%
Non-Ingredient:	\$ 2,254	0.3%
Utilities:	\$ 42,360	4.7%
Rent:	\$ 114,408	12.7%
CAM:	\$ 19,548	2.2%
Property Tax:	\$ 14,736	1.6%
Nat'l Advertising:	\$ 9,015	1.0%
Royalty:	\$ 36,059	4.0%
Insurance:	\$ 4,255	0.5%
Bank Charges:	\$ 600	0.1%
Professional Services:	\$ 4,500	0.5%
Permits & Licenses:	\$ 2,045	0.2%
Cash Over/Short:	\$ 901	0.1%
Other G&A:	\$ 225	0.0%
Total Expenses:	\$ 804,183	89.2%
Owner-Operated Cash Flow:	\$ 97,300	10.8%

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