



CONFIDENTIAL Executive Summary

Purchase Price:	\$450,000
Total Annual Sales*:	\$742,163
Inventory:	\$5,000
Managed Cash Flow**:	\$179,032
Owner-Operated Cash Flow**:	\$213,673

Hungry Howie's - Fresno
4209 E Shields
Fresno, CA



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

* YE 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:

With over 45 years of experience, Hungry Howie's is consistently ranked as one of the top pizza franchises in the nation. Hungry Howie's has grown to over 550 locations in 20 states and is home to the Original Flavored Crust Pizza. Their pizzas are made from the finest ingredients- 100% mozzarella cheese and dough made fresh daily, with 8 mouthwatering flavors to choose from. Franchisor requirements include \$100,000 liquid, \$300,000 net worth, Credit score above 700 and the ability to obtain financing for up to \$275,000.

Franchise Agreement Expiration: 2025
 Royalty: 5.0%
 Remodel Requirements: TBD

Transfer Fee: \$7,500
 Advertising: 7.0%

Training Location: Michigan
 Training Period: 1 month

Lease Information:

Monthly Base Rent: \$1,040
 Percentage Rent: 1.68%
 Expiration: 2025

Options: TBD
 CAM: Included
 Monthly Property Tax: \$79

Security Deposit: \$1,040
 Real Property Available: No
 Increases: 3% annually

Location Details:

Business Established: 1994
 Owner Since: 2016
 Hours of Operation: 11a-11p

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

Building Size: 1,050 SF
 Employees: 14
 Equipment Value: \$120,000

Inline located on the corner of N Cedar Ave and E Shields Ave. Other tenants include a liquor store, salon, embroidery shop, tax service, barber shop and shoe repair store. A BP gas station is located on the corner. A Family Dollar, Rite Aid and Walmart Neighborhood Grocery are also on the same corner. The entrance to 168 (Sierra Fwy) is within a quarter mile. Many residential properties in area. Nearby competitors include Domino's and Romeo's Pizza.

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.



Hungry Howie's - Fresno

PROFORMA - MANAGED

	YE 2019	
SALES	\$ 742,163	
COGS:	\$ 207,806	28.0%
Crew Labor:	\$ 148,433	20.0%
GM:	\$ 27,000	3.6%
Workers Comp*:	\$ 7,544	4.3%
Payroll Taxes*:	\$ 42,104	24.0%
R&M:	\$ 5,195	0.7%
Non-Ingredient:	\$ 8,906	1.2%
Utilities:	\$ 24,870	3.4%
Rent:	\$ 12,480	1.7%
Property Tax:	\$ 946	0.1%
Nat'l Advertising:	\$ 51,951	7.0%
Royalty:	\$ 37,108	5.0%
Insurance:	\$ 1,670	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,617	1.7%
Professional Services:	\$ 4,500	0.6%
Security:	\$ 1,300	0.2%
Permits & Licenses:	\$ 1,015	0.1%
Cash Over/Short:	\$ 742	0.1%
Other G&A:	\$ 3,015	0.4%
Total Expenses:	\$ 599,801	80.8%
Delivery Income:	\$ 36,670	4.9%
Managed Cash Flow:	\$ 179,032	24.1%

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

PROFORMA - OWNER OPERATED

	YE 2019	
SALES	\$ 742,163	
COGS:	\$ 207,806	28.0%
Crew Labor:	\$ 148,433	20.0%
Assume Owner is GM		
Workers Comp*:	\$ 6,383	4.3%
Payroll Taxes*:	\$ 35,624	24.0%
R&M:	\$ 5,195	0.7%
Non-Ingredient:	\$ 8,906	1.2%
Utilities:	\$ 24,870	3.4%
Rent:	\$ 12,480	1.7%
Property Tax:	\$ 946	0.1%
Nat'l Advertising:	\$ 51,951	7.0%
Royalty:	\$ 37,108	5.0%
Insurance:	\$ 1,670	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 12,617	1.7%
Professional Services:	\$ 4,500	0.6%
Security:	\$ 1,300	0.2%
Permits & Licenses:	\$ 1,015	0.1%
Cash Over/Short:	\$ 742	0.1%
Other G&A:	\$ 3,015	0.4%
Total Expenses:	\$ 565,160	76.2%
Delivery Income:	\$ 36,670	4.9%
Owner-Operated Cash Flow:	\$ 213,673	28.8%

*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.