



CONFIDENTIAL Executive Summary



Jimmy John's #1961
2750 Gallows Rd
Vienna, VA 22180

| | |
|-----------------------------|-----------|
| Purchase Price: | \$75,000 |
| Total Annual Sales*: | \$683,306 |
| Inventory: | \$6,000 |
| Managed Cash Flow**: | \$39,130 |
| Owner-Operated Cash Flow**: | \$80,730 |

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: 2023

Transfer Fee: Approx. \$5,000

Training Location: Champaign, IL

Royalty: 7.0%

Advertising: 3.5%

Training Period: 7 weeks

Remodel Requirements: Required every 10 years

Lease Information:

Monthly Base Rent: \$6,462

Options: None

Security Deposit: TBD

Percentage Rent: 6% over \$850K

CAM: Included

Real Property Available: No

Expiration: 2023

Monthly Property Tax: TBD

Increases: 2% annually

Location Details:

Business Established: 2013

Building Type: Mixed Use (Mid Rise Apt)

Building Size: 1,500 SF

Owner Since: 2013

Seating: 45

Employees: 18

Hours of Operation: 11a-9p

Licenses Needed: Business, Health

Equipment Value: Approx \$150K

Seller financing is available with 20% down. Located near the intersection of Lauren Elizabeth Ln and Gallows Rd on the main level of a mid rise apartment building. In a vibrant area that has lots of shops, restaurants and is pedestrian friendly. I-495 and I-66 are to the north and east a couple of miles. Many businesses, apartments/townhomes/condos in immediate area.

The Mosaic District, a high end shopping area, The Home Depot and Target are approximately a half mile away. Nearby competitors include Jersey Mike's and Sub Stop.

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.



Jimmy John's #1961

PROFORMA - MANAGED

PROFORMA - OWNER OPERATED

| | T13 Periods Ending P3 2020 | |
|-------------------------|----------------------------|-------|
| SALES | \$ 683,306 | |
| COGS: | \$ 177,660 | 26.0% |
| Crew Labor: | \$ 177,660 | 26.0% |
| GM: | \$ 40,000 | 5.9% |
| Other Store Level Mgmt: | \$ - | 0.0% |
| Payroll Taxes*: | \$ 8,706 | 4.0% |
| R&M: | \$ 6,833 | 1.0% |
| Non-Ingredient: | \$ 19,133 | 2.8% |
| Utilities: | \$ 18,150 | 2.7% |
| Rent: | \$ 77,544 | 11.3% |
| Personal Property Tax: | \$ 500 | 0.1% |
| Local Advertising: | \$ 10,250 | 1.5% |
| Nat'l Advertising: | \$ 23,916 | 3.5% |
| Royalty: | \$ 47,831 | 7.0% |
| Equipment Lease: | \$ 600 | 0.1% |
| Insurance: | \$ 1,500 | 0.2% |
| Bank Charges: | \$ 600 | 0.1% |
| Credit Card Fees: | \$ 13,666 | 2.0% |
| Professional Services: | \$ 4,500 | 0.7% |
| Laundry/Uniforms: | \$ 4,400 | 0.6% |
| Pest Control: | \$ 620 | 0.1% |
| Security: | \$ 450 | 0.1% |
| Permits & Licenses: | \$ 1,900 | 0.3% |
| Cash Over/Short: | \$ 683 | 0.1% |
| Employee Benefits: | \$ 705 | 0.1% |
| Other G&A: | \$ 6,370 | 0.9% |
| Total Expenses: | \$ 644,176 | 94.3% |
| Managed Cash Flow: | \$ 39,130 | 5.7% |

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|---------------------------|----------------------------|-------|
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| COGS: | \$ 177,660 | 26.0% |
| Crew Labor: | \$ 177,660 | 26.0% |
| Assume Owner is GM | | |
| Other Store Level Mgmt: | \$ - | 0.00% |
| Payroll Taxes*: | \$ 7,106 | 4.0% |
| R&M: | \$ 6,833 | 1.0% |
| Non-Ingredient: | \$ 19,133 | 2.8% |
| Utilities: | \$ 18,150 | 2.7% |
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| Permits & Licenses: | \$ 1,900 | 0.3% |
| Cash Over/Short: | \$ 683 | 0.1% |
| Employee Benefits: | \$ 705 | 0.1% |
| Other G&A: | \$ 6,370 | 0.9% |
| Total Expenses: | \$ 602,576 | 88.2% |
| Owner-Operated Cash Flow: | \$ 80,730 | 11.8% |

*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.