



## CONFIDENTIAL Executive Summary

Purchase Price:	\$325,000
Total Annual Sales*:	\$908,786
Inventory:	\$6,000
Managed Cash Flow**:	\$80,241

#217 Morgan Hill  
255 Vineyard Town Center  
Morgan Hill, CA 95037



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

\* Trailing 12 Months Ending 10/31/20

\*\* 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:

Mooyah is an American fast casual restaurant chain headquartered in Plano, Texas. The chain reached over 100 locations in 20 U.S. states and nine countries in 2016 in North America and the Middle East. They specialize in hamburgers, french fries, and shakes.

Franchise Agreement Expiration: 2024

Royalty: 6.0%

Remodel Requirements: In 10 years

Transfer Fee: \$15,000

Advertising: 3.0%

Training Location: Walnut Creek, CA

Training Period: 2 weeks

---

### Lease Information:

Monthly Base Rent: \$6,837

Percentage Rent: None

Expiration: 4/4/2025

Options: 2x5yr

CAM: Included

Monthly Property Tax: Included

Security Deposit: \$6,600

Real Property Available: No

Increases: 20% in yr 6 (4/5/2020)

---

### Location Details:

Business Established: 2014

Owner Since: 2014

Hours of Operation: 11a-9p

Building Type: Inline

Seating: 70

Licenses Needed: Business, Health

Building Size: 2,024 SF

Employees: 16

Equipment Value: \$80,000

Located in the Vineyard Town Center shopping plaza on the corner of W Edmundson Ave. and Monterey Rd. Other tenants in the plaza include Sherwin Williams paint, Starbucks, a day spa, cleaners and Verizon store. Located next door is a TJ Maxx, Nob Hill Foods grocery store and other small shops. The Morgan Hill Recreational Center is located across the street. This is a busy intersection with many residential properties surrounding the area. Nearby competitors include Jack in the Box and McDonald's.

---

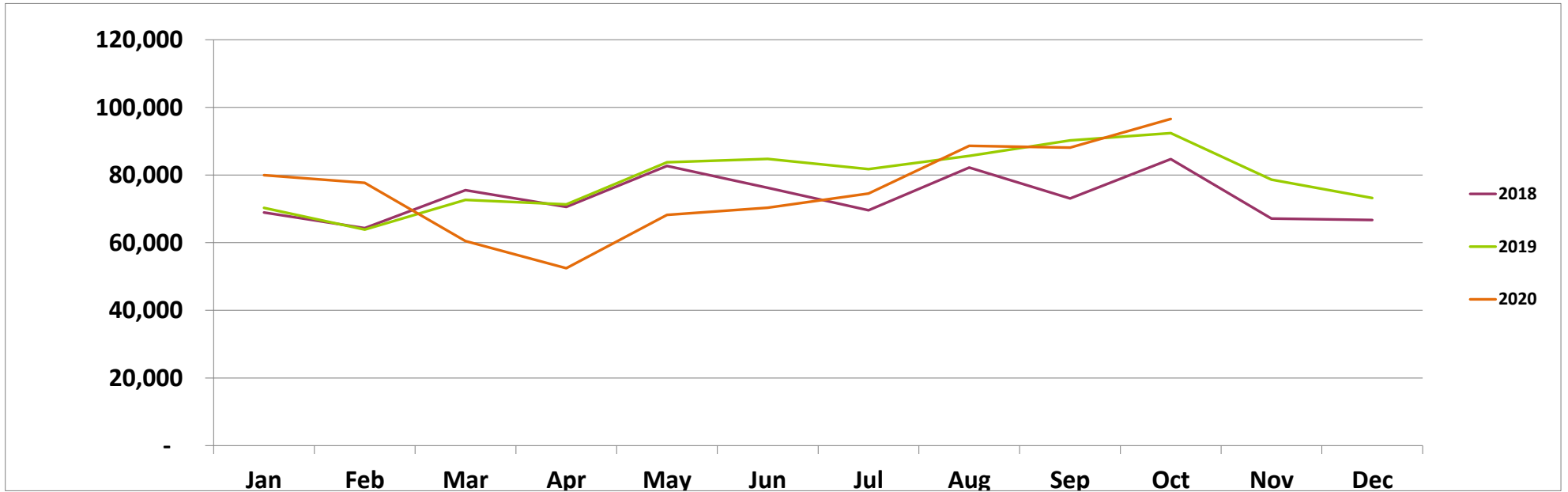
**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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**

#217 Morgan Hill

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$68,941	\$64,300	\$75,496	\$70,547	\$82,665	\$76,249	\$69,556	\$82,212	\$73,057	\$84,704	\$67,127	\$66,693	\$881,547
<b>2019</b>	\$70,277	\$63,862	\$72,657	\$71,324	\$83,758	\$84,770	\$81,741	\$85,654	\$90,245	\$92,390	\$78,628	\$73,232	\$948,538
<b>\$ +/-</b>	\$1,336	(\$438)	(\$2,839)	\$777	\$1,093	\$8,521	\$12,185	\$3,442	\$17,188	\$7,686	\$11,501	\$6,539	\$66,991
<b>% +/-</b>	2%	-1%	-4%	1%	1%	11%	18%	4%	24%	9%	17%	10%	8%
<b>2019</b>	\$70,277	\$63,862	\$72,657	\$71,324	\$83,758	\$84,770	\$81,741	\$85,654	\$90,245	\$92,390	\$78,628	\$73,232	\$948,538
<b>2020</b>	\$79,940	\$77,683	\$60,458	\$52,445	\$68,204	\$70,310	\$74,553	\$88,620	\$88,129	\$96,584	\$0	\$0	\$756,926
<b>\$ +/-</b>	\$9,663	\$13,821	(\$12,199)	(\$18,879)	(\$15,554)	(\$14,460)	(\$7,188)	\$2,966	(\$2,116)	\$4,194			(\$39,752)
<b>% +/-</b>	14%	22%	-17%	-26%	-19%	-17%	-9%	3%	-2%	5%			-5%





## #217 Morgan Hill PROFORMA

Trailing 12 Months Ending 10/31/20		
SALES	\$ 908,786	
COGS:	\$ 227,197	25.0%
Crew Labor:	\$ 179,485	19.8%
GM:	\$ 50,000	5.5%
Workers Comp*:	\$ 3,442	1.5%
Payroll Taxes*:	\$ 27,538	12.0%
R&M:	\$ 10,905	1.2%
Non-Ingredient:	\$ 41,804	4.6%
Utilities:	\$ 30,040	3.3%
Rent:	\$ 82,044	9.0%
Nat'l Advertising:	\$ 27,264	3.0%
Royalty:	\$ 54,527	6.0%
Equipment Lease:	\$ 1,930	0.2%
Insurance:	\$ 3,645	0.4%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 18,630	2.1%
Professional Services:	\$ 4,500	0.5%
Outside Services:	\$ 3,165	0.3%
Laundry/Uniforms:	\$ 6,695	0.7%
Permits & Licenses:	\$ 1,675	0.2%
Cash Over/Short:	\$ 909	0.1%
Discounts:	\$ 21,340	2.3%
Employee Benefits:	\$ 8,790	1.0%
Other G&A:	\$ 25,050	2.8%
Total Expenses:	\$ 831,545	91.5%
Other Income:	\$ 3,000	0.3%
Managed Cash Flow:	\$ 80,241	8.8%

\*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.