



CONFIDENTIAL Executive Summary

Purchase Price:	\$125,000
Total Annual Sales*:	\$271,356
Inventory:	\$1,000
Owner-Operated Cash Flow**:	\$40,008

The UPS Store #1534
5651 Main St.
Williamsville, NY 14221



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

* Trailing 12 Months Gross Sales Ending 12/31/19

** 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:

The UPS Store is the largest retail shipping, postal and business services franchise in the country that's ranked #1 in the Postal and Business Services category for over 27 years.

Franchise Agreement Expiration: June 2024

Royalty: 10.5%

Remodel Requirements: TBD by Franchisor inspection

Transfer Fee: \$5,000 plus approximately \$4,000 franchise fee

Advertising: Included in Royalty

Training Location: San Diego, CA

Training Period: 2 weeks

Lease Information:

Monthly Base Rent: \$1,650

Percentage Rent: None

Expiration: December 2025

Options: 1x5yr

CAM: 10% of total CAM charges to entire shopping center

Monthly Property Tax: 10% of real property taxes levied

Security Deposit: \$1,500

Real Property Available: No

Increases: To \$1,800/mo on 1/1/26

Location Details:

Business Established: 1993

Owner Since: 2014

Hours of Operation: M-F 12p-5p; Sa 12p-3p

Building Type: Inline; endcap

Seating: N/A

Licenses Needed: Business

Building Size: 1,200 SF

Employees: 4

Equipment Value: N/A

Located in the downtown area of Williamsville in Reads Plaza, off of Main Street. Plenty of parking available. Other tenants in the plaza include a real estate office, gift/book shop and dry cleaners. Located next door to a True Value hardware store. SUNY Erie Community College is a mile and a half away. Many small businesses nearby; larger industrial office complexes are within 2 miles. Nearby competitor FedEx Onsite Service is approximately a mile away.

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.



The UPS Store #1534
PROFORMA - OWNER OPERATED

Trailing 12 Months Gross Sales Ending 12/31/19		
SALES	\$ 271,356	
COGS:	\$ 103,115	38.0%
Crew Labor:	\$ 27,678	10.2%
Assume Owner is GM		
Workers Comp*:	\$ 554	2.0%
Payroll Taxes*:	\$ 5,812	21.0%
R&M:	\$ 3,256	1.2%
Non-Ingredient:	\$ 4,477	1.7%
Utilities:	\$ 6,650	2.5%
Rent:	\$ 19,800	7.3%
Royalty:	\$ 28,492	10.5%
Equipment Lease:	\$ 4,000	1.5%
Insurance:	\$ 4,500	1.7%
Bank Charges:	\$ 600	0.2%
Credit Card Fees:	\$ 6,241	2.3%
Cash Over/Short:	\$ 271	0.1%
Other G&A:	\$ 11,900	4.4%
Total Expenses:	\$ 231,348	85.3%
Owner-Operated Cash Flow:	\$ 40,008	14.7%

*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