

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



Training Period: 2 weeks

Security Deposit: \$1,500

Building Size: 1,200 SF

Employees: 4

Equipment Value: N/A

Real Property Available: No

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 Transfer Fee: \$5,000 plus approximately \$4,000 franchise fee Training Location: San Diego, CA

Royalty: 10.5% Advertising: Included in Royalty

Remodel Requirements: TBD by Franchisor inspection

Lease Information:

Monthly Base Rent: \$1,650 Options: 1x5yr

Percentage Rent: None CAM: 10% of total CAM charges to entire shopping center

Expiration: December 2025 Monthly Property Tax: 10% of real property taxes levied Increases: To \$1,800/mo on 1/1/26

Location Details:

Business Established: 1993 Building Type: Inline; endcap

Owner Since: 2014 Seating: N/A
Hours of Operation: M-F 12p-5p; Sa 12p-3p Licenses Needed: Business

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 unneccessary attention to yourself, as rumors of a pending sale can hurt the business.



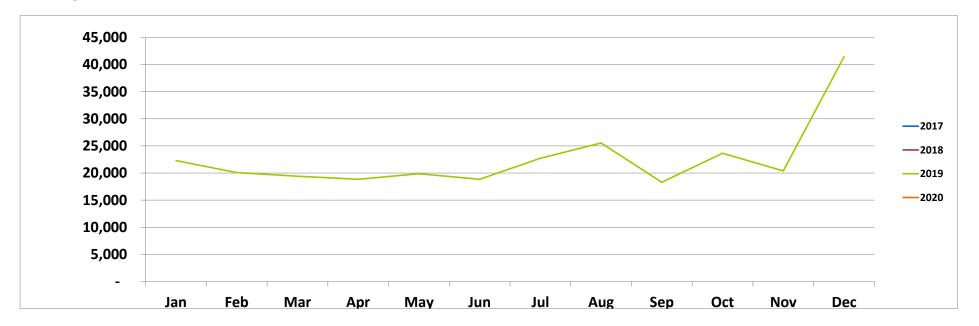


MONTHLY SALES

The UPS Store #1534

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2019	\$22,301	\$20,076	\$19,413	\$18,837	\$19,866	\$18,846	\$22,720	\$25,540	\$18,301	\$23,642	\$20,393	\$41,421	\$271,356
2020	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
\$+/-													
% +/-													

^{*} These sales figures are Gross Sales.





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 Owne	er is G	М					
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