



**CONFIDENTIAL Executive Summary**



Purchase Price: \$250,000  
 Total Annual Sales\*: \$589,896  
 Inventory: \$5,000  
 Owner Operated Cash Flow\*\*: \$117,886

**Dickey's BBQ Pit - #1589**  
**11750 Fair Oak Mall**  
**Fairfax, VA 22033**



\* Trailing 12 Months Ending 12/31/2019

\*\* 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:**

In 2014 Dickey's named a "Top 10 Growth Chain" by Nations Restaurant News for the 3rd consecutive year. Franchisor requires a minimum net worth of \$300K with at least \$100K liquid assets. Restaurant experience not required.

Franchise Agreement Expiration: 12/31/2028  
 Royalty: 5.0%  
 Remodel Requirements: None

Transfer Fee: \$10,000  
 Advertising: 2.0%

Training Location: Dallas, TX  
 Training Period: 4 Weeks/ Partial Online

**Lease Information:**

Monthly Base Rent: \$6,000  
 Percentage Rent: n/a  
 Expiration: 7/19/2027

Options: TBD  
 CAM: Included  
 Monthly Property Tax: Included

Security Deposit: \$8,000  
 Real Property Available: Included  
 Increases: TBD

**Location Details:**

Business Established: 7/1/2018  
 Owner Since: 7/1/2018  
 Hours of Operation: 11:00 AM-9:00 PM

Building Type: Mall  
 Seating: 16  
 Licenses Needed: Health

Building Size: 1,500 SF  
 Employees: 1 FT/1 PT

Located in the Fair Oaks Mall off Lee Jackson Memorial Hwy. Close vicinity to Fair Oaks Medical Center and Fairfax County Govt. Center. Competition in mall include Taco Bell, Breakers Korean BBQ, Sushi On, Elevation Burger, and On the Border Mexican Grill. Partial Seller Financing available.

**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.





## Dickey's BBQ Pit - #1589 PROFORMA

Trailing 12 Months Ending 12/31/2019		
SALES	\$ 589,896	
COGS:	\$ 218,262	37.0%
Crew Labor:	\$ 66,304	11.2%
GM:	Assume Owner is GM	
Workers Comp*:	\$ 4,456	6.7%
Payroll Taxes*:	\$ 8,354	12.6%
R&M:	\$ 2,949	0.5%
Non-Ingredient:	\$ 885	0.2%
Utilities:	\$ 4,645	0.8%
Rent:	\$ 72,000	12.2%
Nat'l Advertising:	\$ 11,798	2.0%
Royalty:	\$ 29,495	5.0%
Insurance:	\$ 900	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 8,259	1.4%
Professional Services:	\$ 4,500	0.8%
Contract Services	\$ 470	0.1%
Cable/Internet	\$ 1,354	0.2%
Permits & Licenses:	\$ 200	0.0%
Cash Over/Short:	\$ 590	0.1%
Delivery - 3rd Party	\$ 35,990	6.1%
Total Expenses:	\$ 472,010	80.0%
Owner-operated Cash Flow	\$ 117,886	20.0%

\*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.