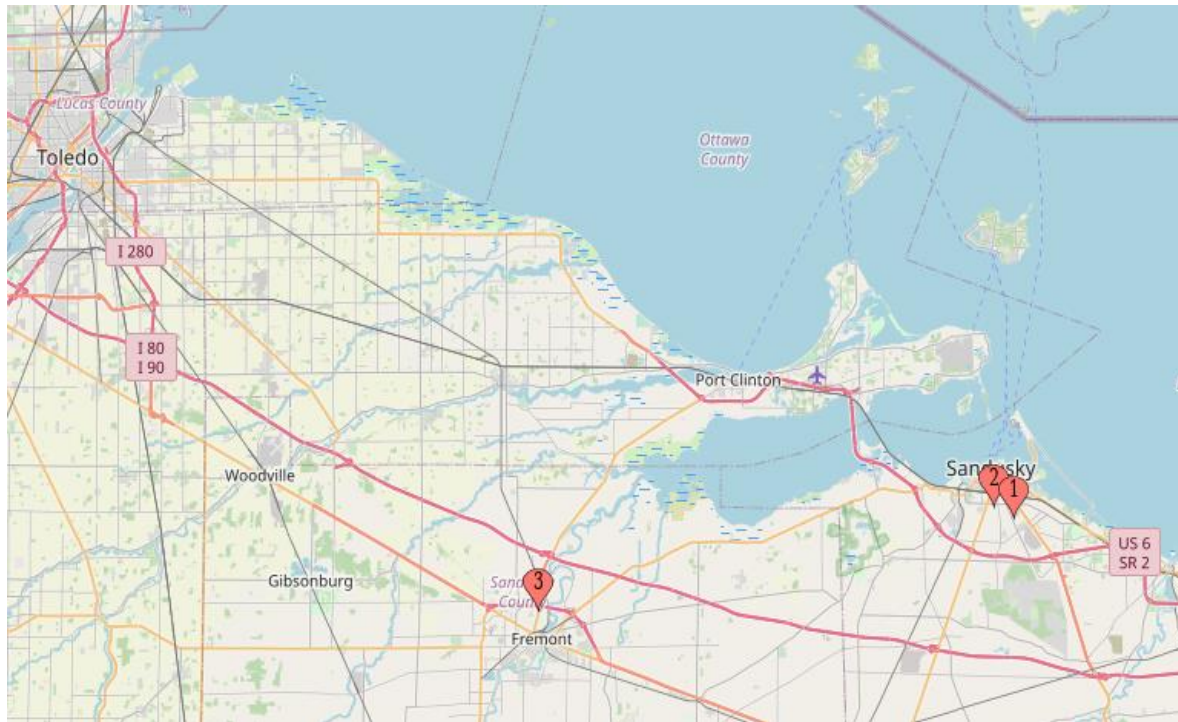




Jimmy John's in OH
 \$360,000 for package of 3



Sandusky stores are 10 minutes from one another and 30 minutes from the Fremont store.

Map	Store	Trailing 13 Period Sales ending P3 2021	Managed Cash Flow
1	#2020 Milan	\$470,035	\$24,369
2	#2278 Hayes	\$496,158	\$32,041
3	#2481 Fremont	\$558,066	\$70,940
TOTAL		\$1,524,259	\$127,350



CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3
 Total Annual Sales*: \$470,035
 Inventory: \$3,000
 Managed Cash Flow**: \$24,369

#2020 Milan
4201 Milan Road Suite F
Sandusky Ohio 44870

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

* Trailing 13 Periods ending P3 2021

** 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 net worth of \$1M with at least \$200K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required. Transfer fees are \$12,500 per unit for new franchisee or JJ franchisee who has only been in operation for 1 yr; \$7,500 per unit to any existing franchisee who has been in operation for more than a yr.

Franchise Agreement Expiration: 2022
 Royalty: 6.0%
 Remodel Requirements: None

Transfer Fee: See above
 Advertising: 4.5%

Training Location: Champaign IL
 Training Period: 2-3 Week

Lease Information:

Monthly Base Rent: \$3,047
 Percentage Rent: No
 Expiration: 2022

Options: 5yr Renewal Increments
 CAM: Inc. In Rent
 Monthly Property Tax: Inc. In Rent

Security Deposit: None
 Real Property Available: No
 Increases: +\$1/SF/Mo

Location Details:

Business Established: 2012
 Owner Since: 2012
 Hours of Operation: 11a-10p

Building Type: Inline
 Seating: 32
 Licenses Needed: Business, Health

Building Size: 1500
 Employees: 14
 Equipment Value: \$140,000

Inline location located off of busy Milan Rd. Other tenants include a nail salon, Cricket wireless, Clothes Mentor and AAA auto shop. Located across the street from Sandusky Mall, which includes a JCPenney, TJ Maxx, Cinemark and Planet Fitness. Best Buy, Target, Dick's Sporting Goods, Menards are also in close proximity. Nearby competitors include Penn Station East Coast Subs. Closed mid-March to mid-April 2020, due to COVID; dining rooms closed until mid-June 2020.

Remember you have agreed to keep all FranBizNetwork listings confidential.

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CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3
 Total Annual Sales*: \$496,158
 Inventory: \$3,000
 Managed Cash Flow**: \$32,041

#2278 Hayes
1304 Hayes Ave
Sandusky Ohio 44870

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

* Trailing 13 Periods ending P3 2021

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Franchise Information:

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Franchise Agreement Expiration: 2023
 Royalty: 6.0%
 Remodel Requirements: None

Transfer Fee: See above
 Advertising: 4.5%

Training Location: Champaign IL
 Training Period: 2-3 Week

Lease Information:

Monthly Base Rent: \$3,095
 Percentage Rent: No
 Expiration: 2023

Options: Increments
 CAM: Inc. In Rent
 Monthly Property Tax: Inc. In Rent

Security Deposit: No
 Real Property Available: No
 Increases: +\$1/SF/Mo

Location Details:

Business Established: 2013
 Owner Since: 2013
 Hours of Operation: 11a-10p

Building Type: drive-thru
 Seating: 32
 Licenses Needed: Business, Health

Building Size: 1500
 Employees: 18
 Equipment Value: \$140,000

Inline, endcap location with drive thru. Other tenants include a dance store and streetware clothing boutique. Located across the street is Firelands Regional Medical Hospital, North Ohio Heart Center and many doctors offices. Surrounded by residential properties. Nearby competitor includes Zuppaman.

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CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3
Total Annual Sales*: \$558,066
Inventory: \$3,000
Managed Cash Flow**: \$70,940

#2481 Fremont
2380 Sean Dr Unit 108
Fremont, Ohio 43420

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

* Trailing 13 Periods ending P3 2021

** 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 net worth of \$1M with at least \$200K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required. Transfer fees are \$12,500 per unit for new franchisee or JJ franchisee who has only been in operation for 1 yr; \$7,500 per unit to any existing franchisee who has been in operation for more than a yr.

Franchise Agreement Expiration: 2024
Royalty: 6.0%
Remodel Requirements: None

Transfer Fee: See above
Advertising: 4.5%

Training Location: Champaign IL
Training Period: 2-3 Week

Lease Information:

Monthly Base Rent: \$2,882
Percentage Rent: No
Expiration: 2024

Options: Increments
CAM: Inc. In Rent
Monthly Property Tax: Inc. In Rent

Security Deposit: No
Real Property Available: No
Increases: +\$1/SF/Mo

Location Details:

Business Established: 2014
Owner Since: 2014
Hours of Operation: 11a-10p

Building Type: Inline
Seating: 46
Licenses Needed: Business, Health

Building Size: 1500
Employees: 18
Equipment Value: \$140,000

Inline location on the north end of Fremont. Other tenants include a AAA auto shop and dental office. A Walmart Supercenter and Lowe's are located within a mile. One mile off of U.S. 20. Other nearby restaurants include Applebee's, McDonald's and Buffalo Wild Wings.

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	2020 - Milan Rd		2278 - Hayes Rd		2481 - Fremont		Total	
	468,181	100.0%	493,551	100.0%	534,784	100.0%	1,496,516	100.0%
Total Income								
Cost of Goods Sold								
4311 · COGS Bread	14,744	3.1%	19,264	3.9%	17,627	3.3%	51,635	3.5%
4312 · COGS Food	62,229	13.3%	66,086	13.4%	75,478	14.1%	203,793	13.6%
4313 · COGS Sides	15,154	3.2%	16,741	3.4%	17,572	3.3%	49,467	3.3%
4314 · COGS Paper	5,464	1.2%	6,199	1.3%	6,795	1.3%	18,458	1.2%
4315 · COGS Produce	9,369	2.0%	13,522	2.7%	12,381	2.3%	35,272	2.4%
4316 · COGS Beverages	7,585	1.6%	9,124	1.8%	11,295	2.1%	28,004	1.9%
4319 · COGS Delivery Charge	576	0.1%	746	0.2%	388	0.1%	1,710	0.1%
4320 · COGS Catering	1,400	0.3%	1,148	0.2%	1,001	0.2%	3,549	0.2%
Total COGS	116,521	24.9%	134,393	27.2%	142,537	26.7%	393,451	26.3%
Gross Profit	351,660	75.1%	359,158	72.8%	392,247	73.3%	1,103,065	73.7%
Expense								
5308 · Promos - Loyalty Expense	13,446	2.9%	12,538	2.5%	8,986	1.7%	34,970	2.3%
5020 · Cost of Labor In-Shop	20,656	4.4%	23,530	4.8%	26,355	4.9%	70,541	4.7%
5021 · Cost of Labor In-Shop Overtime	0	0.0%	1	0.0%	0	0.0%	1	0.0%
5030 · Cost of Labor Driver	35,142	7.5%	36,243	7.3%	27,989	5.2%	99,374	6.6%
5031 · Cost of Labor Driver Overtime	0	0.0%	0	0.0%	644	0.1%	644	0.0%
5032 · Cost of Labor DMR	8,288	1.8%	7,432	1.5%	4,767	0.9%	20,487	1.4%
5080 · Cost of Labor Management	76,698	16.4%	59,201	12.0%	59,088	11.0%	194,987	13.0%
5081 · Cost of Labor PIC	2,590	0.6%	24,151	4.9%	29,689	5.6%	56,430	3.8%
5082 · Cost of Labor PIC Overtime	0	0.0%	576	0.1%	7	0.0%	583	0.0%
5099 · Cost of Labor Bonus	10,182	2.2%	2,637	0.5%	6,735	1.3%	19,554	1.3%
5110 · Cost of Labor Payroll Taxes	14,355	3.1%	14,849	3.0%	13,641	2.6%	42,845	2.9%
Total Labor	167,911	35.9%	168,620	34.2%	168,915	31.6%	505,446	33.8%
5220 · Operating Supplies	3,865	0.8%	4,135	0.8%	3,821	0.7%	11,821	0.8%
5221 · Uniforms	586	0.1%	680	0.1%	426	0.1%	1,692	0.1%
5230 · Office Supplies	76	0.0%	210	0.0%	147	0.0%	433	0.0%
5241 · Pest Control	1,133	0.2%	106	0.0%	107	0.0%	1,346	0.1%
5242 · Cleaning Supplies	14	0.0%	20	0.0%	5	0.0%	39	0.0%
5243 · Building Maintenance	434	0.1%	358	0.1%	320	0.1%	1,112	0.1%
5244 · Equipment Maintenance	138	0.0%	4,241	0.9%	3,443	0.6%	7,822	0.5%
5245 · Smallwares	2,303	0.5%	690	0.1%	2,038	0.4%	5,031	0.3%
5285 · Linen/Laundry	1,541	0.3%	1,811	0.4%	1,572	0.3%	4,924	0.3%
5286 · Trash Removal	3,376	0.7%	3,856	0.8%	3,676	0.7%	10,908	0.7%
5301 · Electricity	7,923	1.7%	6,942	1.4%	9,668	1.8%	24,533	1.6%
5302 · Gas	526	0.1%	663	0.1%	443	0.1%	1,632	0.1%
5303 · Water Utility Expense	3,065	0.7%	2,204	0.4%	2,259	0.4%	7,528	0.5%
5304 · Telephone	3,758	0.8%	5,298	1.1%	4,428	0.8%	13,484	0.9%
5305 · Cable Expense	2,365	0.5%	2,366	0.5%	2,085	0.4%	6,816	0.5%
5306 · Alarm System	721	0.2%	721	0.1%	724	0.1%	2,166	0.1%
5307 · Jimmy Tunes	181	0.0%	214	0.0%	214	0.0%	609	0.0%
5698 · Cash Over/(Short)	104	0.0%	617	0.1%	-152	0.0%	569	0.0%
5699 · Miscellaneous	299	0.1%	1,264	0.3%	521	0.1%	2,084	0.1%
7505 · Menus	0	0.0%	202	0.0%	80	0.0%	282	0.0%
7515 · 4.5% Advertising/Media Fee	19,884	4.2%	21,360	4.3%	23,447	4.4%	64,691	4.3%
7517 · Promos - Additional Advertising	6,910	1.5%	1,994	0.4%	1,976	0.4%	10,880	0.7%
7567 · Promos - Sampling Expense	876	0.2%	247	0.1%	290	0.1%	1,413	0.1%
7568 · Promos - Freebies	6,623	1.4%	5,656	1.1%	4,012	0.8%	16,291	1.1%
8322 · Rent/Lease Expense	37,004	7.9%	36,978	7.5%	35,132	6.6%	109,114	7.3%
8341 · Insurance Exp	282	0.1%	1,219	0.2%	282	0.1%	1,783	0.1%
8350 · License Expense	585	0.1%		0.0%	728	0.1%	1,313	0.1%
8381 · Recruitment	1,613	0.3%	414	0.1%	1,588	0.3%	3,615	0.2%
8605 · Outside Acctg/Payroll Service	1,326	0.3%	1,326	0.3%	1,326	0.2%	3,978	0.3%
8690 · Royalties	26,847	5.7%	29,785	6.0%	32,398	6.1%	89,030	5.9%
8695 · Bank Service Charge	2,652	0.6%	187	0.0%	310	0.1%	3,149	0.2%
8696 · Credit Card Service Charges	7,955	1.7%	10,953	2.2%	10,631	2.0%	29,539	2.0%
Total Expense	326,322	69.7%	327,875	66.4%	325,846	60.9%	980,043	65.5%
Net Income	25,338	5.4%	31,283	6.3%	66,401	12.4%	123,022	8.2%
Adjustments								
Royalty to 6%	(1,244)	-0.3%	172	0.0%	311	0.1%	(761)	-0.1%
Advertising to 4.5%	(1,184)	-0.3%	(850)	-0.2%	(618)	-0.1%	(2,652)	-0.2%
Total Adjustments	(2,428)	-0.5%	(678)	-0.1%	(307)	-0.1%	(3,413)	-0.2%
Adjusted Net Income	22,910	4.9%	30,605	6.2%	66,094	12.4%	119,609	8.0%
Trailing 13 Period Net Sales ending P3 2021 (promos deducted)	470,035		496,158		558,066		1,524,259	
Promo Adjustment	27,965	5.9%	20,543	4.1%	15,929	2.9%	64,437	4.2%
Trailing 13 Period Income ending P3 2021	498,000		516,701		573,995		1,588,696	
Trailing 13 Period Adjusted Net Income	24,369	4.9%	32,041	6.2%	70,940	12.4%	127,350	8.0%