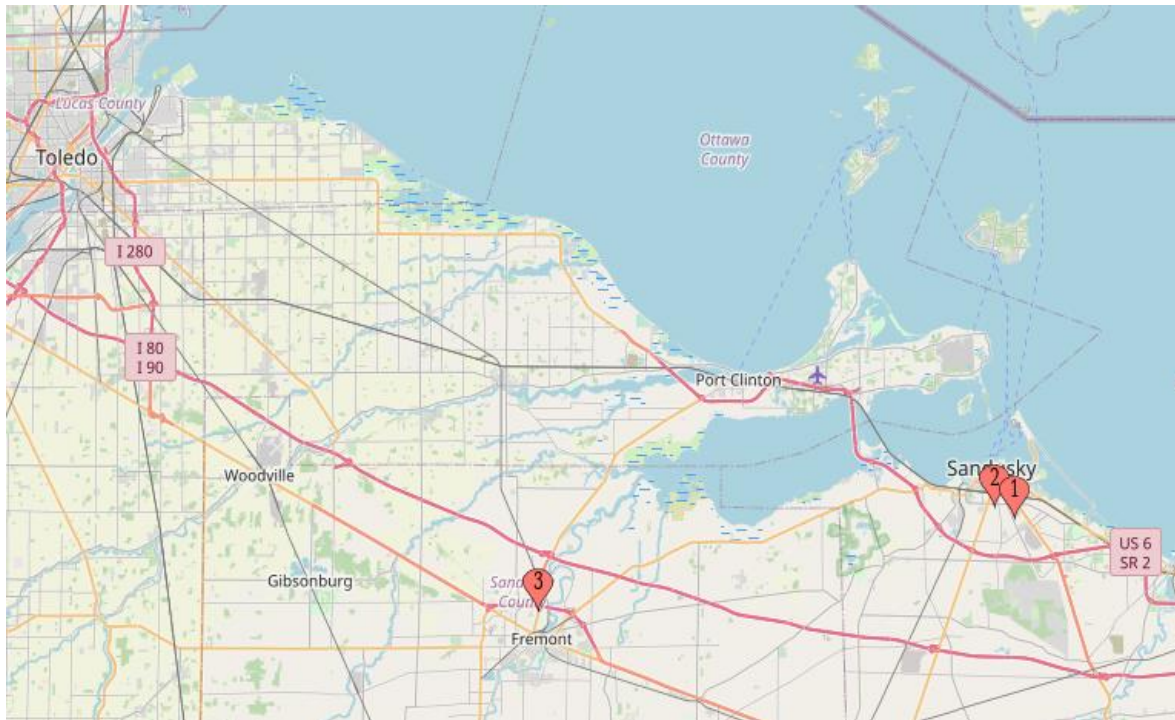




## Jimmy John's in OH \$360,000 for package of 3



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

Map	Store	Trailing 13 Period Adjusted Sales ending P3 2021	Managed Cash Flow
1	#2020 Milan	\$498,000	\$24,369
2	#2278 Hayes	\$516,701	\$32,041
3	#2481 Fremont	\$573,995	\$70,940
TOTAL		\$1,588,696	\$127,350



**CONFIDENTIAL Executive Summary**



Purchase Price: \$360,000 for package of 3  
 Total Annual Sales\*: \$498,000  
 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 Period Adjusted Sales 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.**

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.





**CONFIDENTIAL Executive Summary**



Purchase Price: \$360,000 for package of 3  
 Total Annual Sales\*: \$516,701  
 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 Period Adjusted Sales 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: 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\*: \$573,995  
 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 Period Adjusted Sales 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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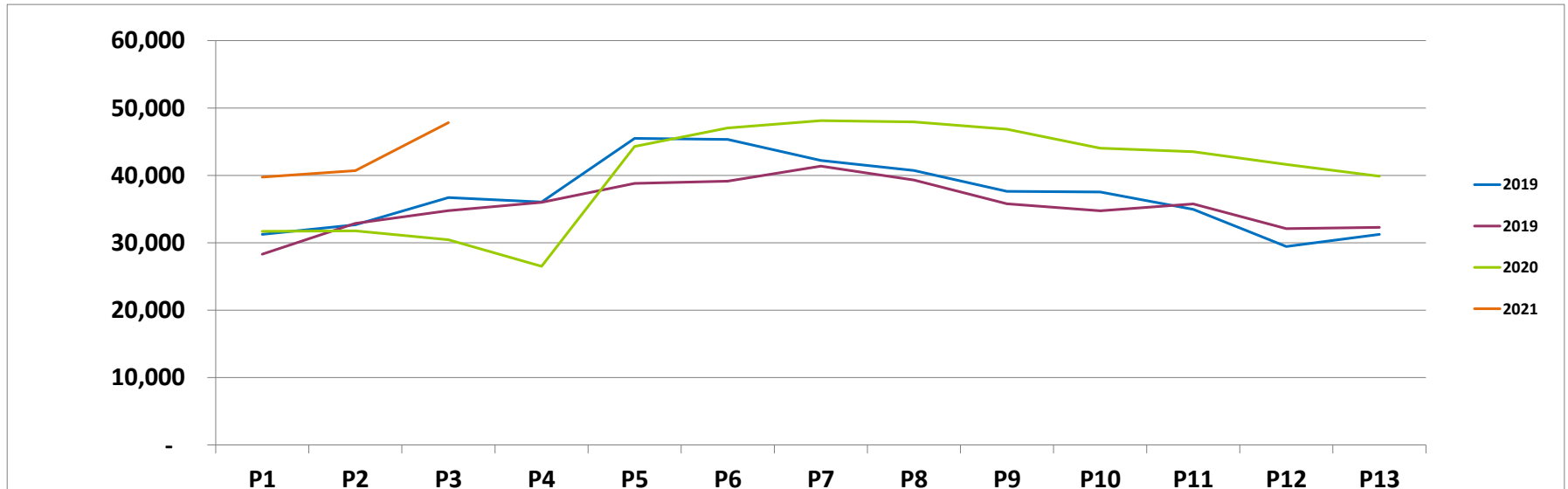
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**MONTHLY SALES**

#2481 Fremont

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2019</b>	\$31,236	\$32,657	\$36,718	\$36,040	\$45,488	\$45,342	\$42,223	\$40,725	\$37,634	\$37,529	\$34,963	\$29,446	\$31,239	\$481,240
<b>2019</b>	\$28,307	\$32,876	\$34,766	\$36,005	\$38,820	\$39,149	\$41,372	\$39,315	\$35,786	\$34,753	\$35,766	\$32,095	\$32,297	\$461,307
<b>\$ +/-</b>	(\$2,929)	\$219	(\$1,952)	(\$35)	(\$6,668)	(\$6,193)	(\$851)	(\$1,410)	(\$1,848)	(\$2,776)	\$803	\$2,649	\$1,058	(\$19,933)
<b>% +/-</b>	-9%	1%	-5%	0%	-15%	-14%	-2%	-3%	-5%	-7%	2%	9%	3%	-4%
<b>2019</b>	\$28,307	\$32,876	\$34,766	\$36,005	\$38,820	\$39,149	\$41,372	\$39,315	\$35,786	\$34,753	\$35,766	\$32,095	\$32,297	\$461,307
<b>2020</b>	\$31,685	\$31,767	\$30,449	\$26,505	\$44,288	\$47,025	\$48,123	\$47,927	\$46,856	\$44,042	\$43,520	\$41,613	\$39,885	\$523,685
<b>\$ +/-</b>	\$3,378	(\$1,109)	(\$4,317)	(\$9,500)	\$5,468	\$7,876	\$6,751	\$8,612	\$11,070	\$9,289	\$7,754	\$9,518	\$7,588	\$62,378
<b>% +/-</b>	12%	-3%	-12%	-26%	14%	20%	16%	22%	31%	27%	22%	30%	23%	14%
<b>2020</b>	\$31,685	\$31,767	\$30,449	\$26,505	\$44,288	\$47,025	\$48,123	\$47,927	\$46,856	\$44,042	\$43,520	\$41,613	\$39,885	\$523,685
<b>2021</b>	\$39,748	\$40,709	\$47,825	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$128,282
<b>\$ +/-</b>	\$8,063	\$8,942	\$17,376											\$34,381
<b>% +/-</b>	25%	28%	57%											37%

These sales do not include promo expenses (loyalty, additional advertising, sampling, freebies).



	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%
<b>Total Income</b>								
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%
<b>Total COGS</b>	<b>116,521</b>	<b>24.9%</b>	<b>134,393</b>	<b>27.2%</b>	<b>142,537</b>	<b>26.7%</b>	<b>393,451</b>	<b>26.3%</b>
<b>Gross Profit</b>	<b>351,660</b>	<b>75.1%</b>	<b>359,158</b>	<b>72.8%</b>	<b>392,247</b>	<b>73.3%</b>	<b>1,103,065</b>	<b>73.7%</b>
<b>Expense</b>								
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%
<b>Total Labor</b>	<b>167,911</b>	<b>35.9%</b>	<b>168,620</b>	<b>34.2%</b>	<b>168,915</b>	<b>31.6%</b>	<b>505,446</b>	<b>33.8%</b>
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%
<b>Total Expense</b>	<b>326,322</b>	<b>69.7%</b>	<b>327,875</b>	<b>66.4%</b>	<b>325,846</b>	<b>60.9%</b>	<b>980,043</b>	<b>65.5%</b>
<b>Net Income</b>	<b>25,338</b>	<b>5.4%</b>	<b>31,283</b>	<b>6.3%</b>	<b>66,401</b>	<b>12.4%</b>	<b>123,022</b>	<b>8.2%</b>
<b>Adjustments</b>								
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%
<b>Total Adjustments</b>	<b>(2,428)</b>	<b>-0.5%</b>	<b>(678)</b>	<b>-0.1%</b>	<b>(307)</b>	<b>-0.1%</b>	<b>(3,413)</b>	<b>-0.2%</b>
<b>Adjusted Net Income</b>	<b>22,910</b>	<b>4.9%</b>	<b>30,605</b>	<b>6.2%</b>	<b>66,094</b>	<b>12.4%</b>	<b>119,609</b>	<b>8.0%</b>
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	
<b>Trailing 13 Period Adjusted Net Income</b>	<b>24,369</b>	<b>4.9%</b>	<b>32,041</b>	<b>6.2%</b>	<b>70,940</b>	<b>12.4%</b>	<b>127,350</b>	<b>8.0%</b>