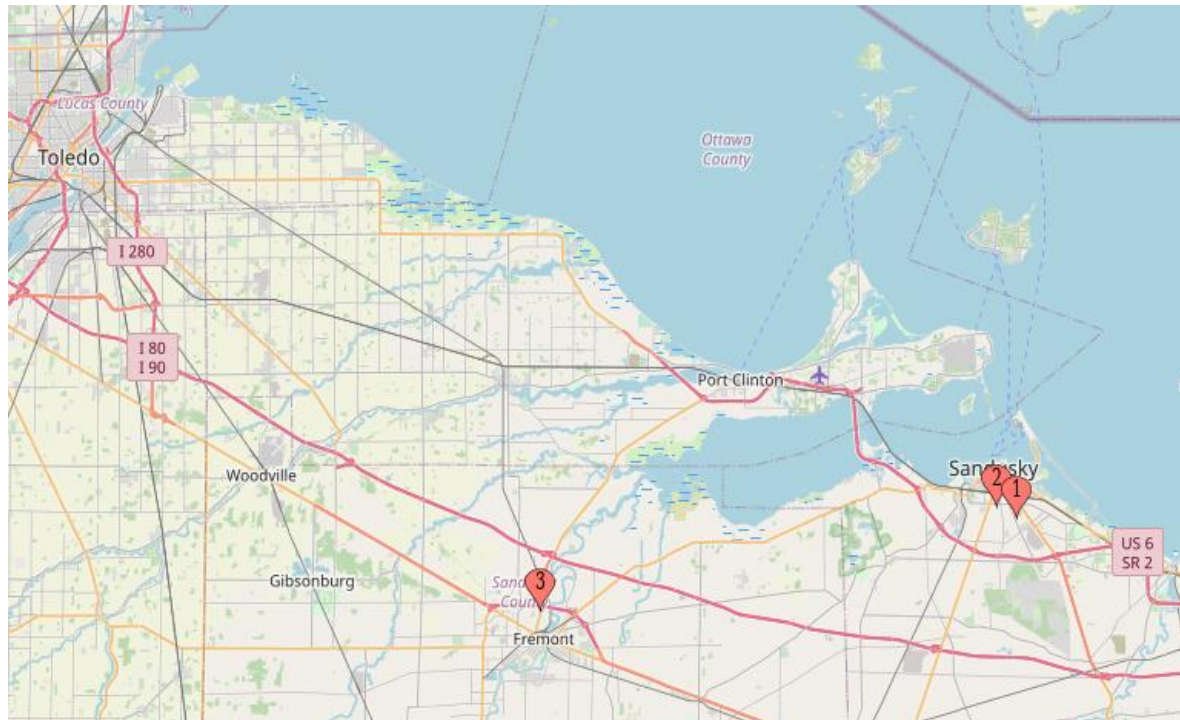




Jimmy John's in OH  
 \$360,000 for package of 3



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

Map	Store	Trailing 13 Periods Ending P12 2020	Managed Cash Flow
1	#2020 Milan	\$440,038	\$36,039
2	#2278 Hayes	\$470,806	\$43,174
3	#2481 Fremont	\$516,097	\$56,591
TOTAL		\$1,426,941	\$135,804



### CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3  
 Total Annual Sales\*: \$440,038  
 Inventory: \$3,000  
 Managed Cash Flow\*\*: \$36,039

#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 P12 2020

\*\* 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 \$300K with at least \$80K 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.

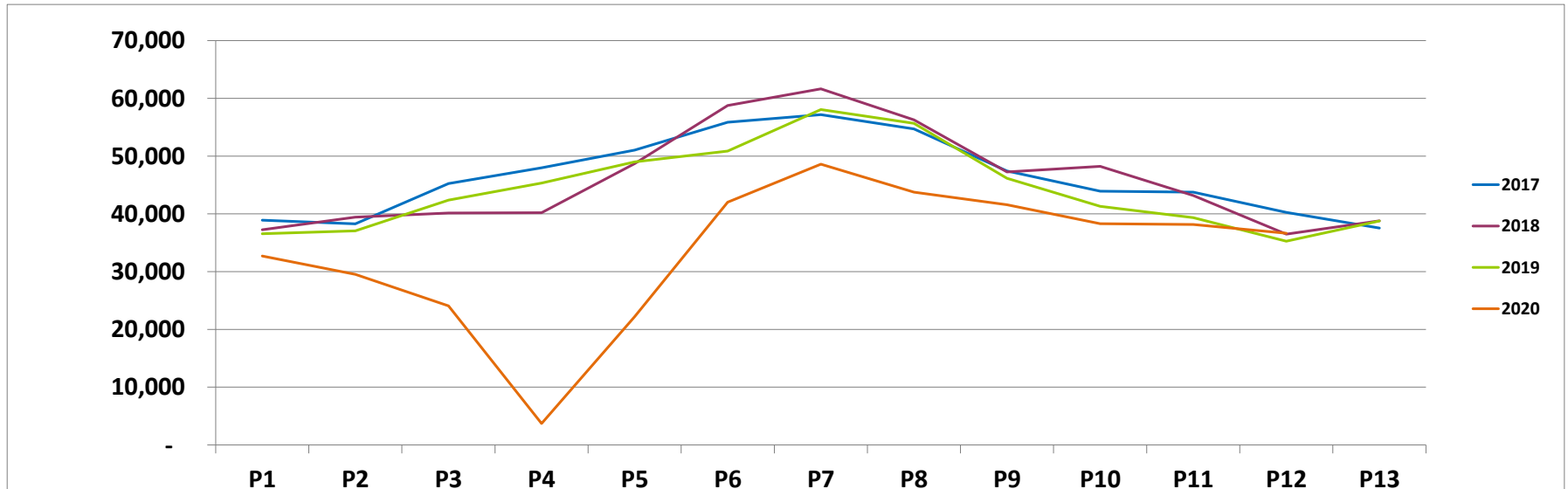
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**MONTHLY SALES**

#2020 Milan

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2017</b>	\$38,912	\$38,267	\$45,237	\$47,990	\$51,054	\$55,870	\$57,179	\$54,718	\$47,418	\$43,921	\$43,750	\$40,248	\$37,547	\$602,111
<b>2018</b>	\$37,265	\$39,435	\$40,143	\$40,200	\$48,691	\$58,752	\$61,643	\$56,291	\$47,263	\$48,222	\$43,189	\$36,495	\$38,796	\$596,385
<b>\$ +/-</b>	(\$1,647)	\$1,168	(\$5,094)	(\$7,790)	(\$2,363)	\$2,882	\$4,464	\$1,573	(\$155)	\$4,301	(\$561)	(\$3,753)	\$1,249	(\$5,726)
<b>% +/-</b>	-4%	3%	-11%	-16%	-5%	5%	8%	3%	0%	10%	-1%	-9%	3%	-1%
<b>2018</b>	\$37,265	\$39,435	\$40,143	\$40,200	\$48,691	\$58,752	\$61,643	\$56,291	\$47,263	\$48,222	\$43,189	\$36,495	\$38,796	\$596,385
<b>2019</b>	\$36,564	\$37,065	\$42,392	\$45,345	\$49,006	\$50,888	\$58,059	\$55,667	\$46,157	\$41,309	\$39,350	\$35,268	\$38,758	\$575,828
<b>\$ +/-</b>	(\$701)	(\$2,370)	\$2,249	\$5,145	\$315	(\$7,864)	(\$3,584)	(\$624)	(\$1,106)	(\$6,913)	(\$3,839)	(\$1,227)	(\$38)	(\$20,557)
<b>% +/-</b>	-2%	-6%	6%	13%	1%	-13%	-6%	-1%	-2%	-14%	-9%	-3%	0%	-3%
<b>2019</b>	\$36,564	\$37,065	\$42,392	\$45,345	\$49,006	\$50,888	\$58,059	\$55,667	\$46,157	\$41,309	\$39,350	\$35,268	\$38,758	\$575,828
<b>2020</b>	\$32,705	\$29,534	\$24,072	\$3,711	\$22,199	\$42,037	\$48,602	\$43,753	\$41,571	\$38,297	\$38,152	\$36,647	\$0	\$401,280
<b>\$ +/-</b>	(\$3,859)	(\$7,531)	(\$18,320)	(\$41,634)	(\$26,807)	(\$8,851)	(\$9,457)	(\$11,914)	(\$4,586)	(\$3,012)	(\$1,198)	\$1,379		(\$135,790)
<b>% +/-</b>	-11%	-20%	-43%	-92%	-55%	-17%	-16%	-21%	-10%	-7%	-3%	4%		-25%





**CONFIDENTIAL Executive Summary**



Purchase Price: \$360,000 for package of 3  
 Total Annual Sales\*: \$470,806  
 Inventory: \$3,000  
 Managed Cash Flow\*\*: \$43,174

**#2278 Hayes**  
**1304 Hayes Ave**  
**Sandusky Ohio 44870**

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

\* T13 Periods Ending P12 2020

\*\* 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 \$300K with at least \$80K 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.

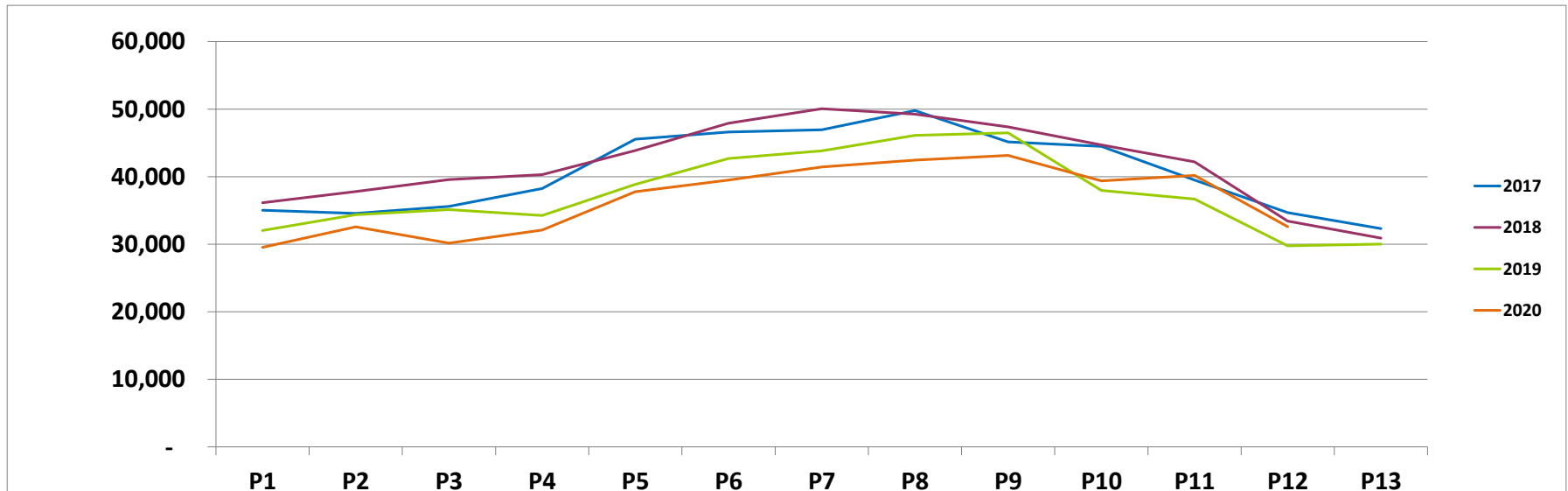
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**MONTHLY SALES**

#2278 Hayes

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2017</b>	\$35,024	\$34,561	\$35,606	\$38,238	\$45,544	\$46,620	\$46,951	\$49,785	\$45,137	\$44,480	\$39,487	\$34,678	\$32,310	\$528,421
<b>2018</b>	\$36,140	\$37,784	\$39,575	\$40,304	\$43,859	\$47,911	\$50,058	\$49,263	\$47,363	\$44,691	\$42,182	\$33,430	\$30,901	\$543,461
<b>\$ +/-</b>	\$1,116	\$3,223	\$3,969	\$2,066	(\$1,685)	\$1,291	\$3,107	(\$522)	\$2,226	\$211	\$2,695	(\$1,248)	(\$1,409)	\$15,040
<b>% +/-</b>	3%	9%	11%	5%	-4%	3%	7%	-1%	5%	0%	7%	-4%	-4%	3%
<b>2018</b>	\$36,140	\$37,784	\$39,575	\$40,304	\$43,859	\$47,911	\$50,058	\$49,263	\$47,363	\$44,691	\$42,182	\$33,430	\$30,901	\$543,461
<b>2019</b>	\$32,018	\$34,370	\$35,118	\$34,253	\$38,860	\$42,684	\$43,829	\$46,120	\$46,483	\$37,955	\$36,682	\$29,762	\$30,014	\$488,148
<b>\$ +/-</b>	(\$4,122)	(\$3,414)	(\$4,457)	(\$6,051)	(\$4,999)	(\$5,227)	(\$6,229)	(\$3,143)	(\$880)	(\$6,736)	(\$5,500)	(\$3,668)	(\$887)	(\$55,313)
<b>% +/-</b>	-11%	-9%	-11%	-15%	-11%	-11%	-12%	-6%	-2%	-15%	-13%	-11%	-3%	-10%
<b>2019</b>	\$32,018	\$34,370	\$35,118	\$34,253	\$38,860	\$42,684	\$43,829	\$46,120	\$46,483	\$37,955	\$36,682	\$29,762	\$30,014	\$488,148
<b>2020</b>	\$29,532	\$32,573	\$30,154	\$32,105	\$37,763	\$39,499	\$41,437	\$42,447	\$43,142	\$39,366	\$40,182	\$32,592	\$0	\$440,792
<b>\$ +/-</b>	(\$2,486)	(\$1,797)	(\$4,964)	(\$2,148)	(\$1,097)	(\$3,185)	(\$2,392)	(\$3,673)	(\$3,341)	\$1,411	\$3,500	\$2,830		(\$17,342)
<b>% +/-</b>	-8%	-5%	-14%	-6%	-3%	-7%	-5%	-8%	-7%	4%	10%	10%		-4%





## CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3  
Total Annual Sales\*: \$516,097  
Inventory: \$3,000  
Managed Cash Flow\*\*: \$56,591

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

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

\* T13 Periods Ending P12 2020

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### Franchise Information:

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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.

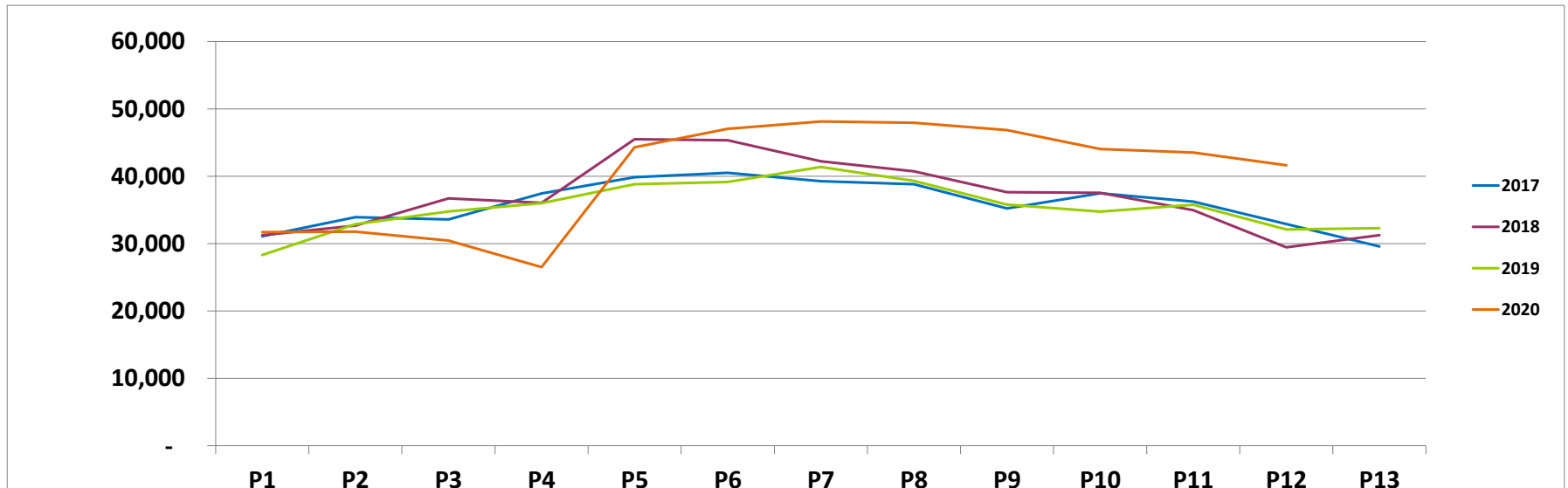
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**MONTHLY SALES**

#2481 Fremont

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2017</b>	\$31,092	\$33,910	\$33,584	\$37,445	\$39,848	\$40,503	\$39,267	\$38,810	\$35,227	\$37,458	\$36,242	\$32,896	\$29,573	\$465,855
<b>2018</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>\$ +/-</b>	\$144	(\$1,253)	\$3,134	(\$1,405)	\$5,640	\$4,839	\$2,956	\$1,915	\$2,407	\$71	(\$1,279)	(\$3,450)	\$1,666	\$15,385
<b>% +/-</b>	0%	-4%	9%	-4%	14%	12%	8%	5%	7%	0%	-4%	-10%	6%	3%
<b>2018</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	\$0	\$483,800
<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	\$0	\$54,790
<b>% +/-</b>	12%	-3%	-12%	-26%	14%	20%	16%	22%	31%	27%	22%	30%		13%



**Jimmy John's  
3 Units in OH  
YE 2019 P&L**



	2020 - Milan Rd		2278 - Hayes Rd		2481 - Fremont		Total	
Total Sales	604,016	100.0%	504,691	100.0%	472,870	100.0%	1,581,576	100.0%
7567 · Promos - Sampling Expense	6,626	1.1%	2,362	0.5%	901	0.2%	9,890	0.6%
7568 · Promos - Freebies	8,716	1.4%	6,848	1.4%	6,888	1.5%	22,452	1.4%
5308 · Promos - Loyalty Expense	3,779	0.6%	2,608	0.5%	1,400	0.3%	7,787	0.5%
7517 · Promos - Additional Advertising	11,104	1.8%	5,038	1.0%	2,952	0.6%	19,094	1.2%
<b>Total Income</b>	<b>573,790</b>	<b>95.0%</b>	<b>487,834</b>	<b>96.7%</b>	<b>460,728</b>	<b>97.4%</b>	<b>1,522,352</b>	<b>96.3%</b>
<b>Total COGS</b>	<b>143,444</b>	<b>23.7%</b>	<b>132,830</b>	<b>26.3%</b>	<b>124,474</b>	<b>26.3%</b>	<b>400,749</b>	<b>25.3%</b>
<b>Gross Profit</b>	<b>430,346</b>	<b>71.2%</b>	<b>355,004</b>	<b>70.3%</b>	<b>336,254</b>	<b>71.1%</b>	<b>1,121,604</b>	<b>70.9%</b>
<b>Expense</b>								
5020 · Cost of Labor In-Shop	20,309	3.4%	27,248	5.4%	31,616	6.7%	79,173	5.0%
5021 · Cost of Labor In-Shop Overtime	1	0.0%	16	0.0%	0	0.0%	17	0.0%
5030 · Cost of Labor Driver	35,772	5.9%	39,031	7.7%	38,813	8.2%	113,616	7.2%
5031 · Cost of Labor Driver Overtime	69	0.0%	0	0.0%	33	0.0%	102	0.0%
5032 · Cost of Labor DMR	9,487	1.6%	6,666	1.3%	3,259	0.7%	19,412	1.2%
5080 · Cost of Labor Management	88,082	14.6%	65,557	13.0%	60,959	12.9%	214,598	13.6%
5081 · Cost of Labor PIC	11,115	1.8%	25,977	5.1%	30,644	6.5%	67,736	4.3%
5082 · Cost of Labor PIC Overtime	0	0.0%	726	0.1%	476	0.1%	1,202	0.1%
5099 · Cost of Labor Bonus	17,419	2.9%	1,538	0.3%	2,243	0.5%	21,200	1.3%
5110 · Cost of Labor Payroll Taxes	17,101	2.8%	15,879	3.1%	15,922	3.4%	48,901	3.1%
Total Labor	199,354	33.0%	182,638	36.2%	183,965	38.9%	565,957	35.8%
5220 · Operating Supplies	4,227	0.7%	3,702	0.7%	3,794	0.8%	11,723	0.7%
5221 · Uniforms	583	0.1%	359	0.1%	619	0.1%	1,561	0.1%
5230 · Office Supplies	64	0.0%	0	0.0%	42	0.0%	106	0.0%
5241 · Pest Control	756	0.1%	155	0.0%	105	0.0%	1,016	0.1%
5242 · Cleaning Supplies	26	0.0%	18	0.0%	0	0.0%	44	0.0%
5243 · Building Maintenance	2,223	0.4%	558	0.1%	1,101	0.2%	3,881	0.2%
5244 · Equipment Maintenance	2,975	0.5%	2,627	0.5%	1,350	0.3%	6,953	0.4%
5245 · Smallwares	3,515	0.6%	269	0.1%	154	0.0%	3,939	0.2%
5285 · Linen/Laundry	1,602	0.3%	1,518	0.3%	1,563	0.3%	4,682	0.3%
5286 · Trash Removal	2,558	0.4%	2,821	0.6%	2,541	0.5%	7,920	0.5%
5301 · Electricity	7,804	1.3%	7,932	1.6%	10,003	2.1%	25,739	1.6%
5302 · Gas	490	0.1%	657	0.1%	463	0.1%	1,610	0.1%
5303 · Water Utility Expense	2,606	0.4%	1,848	0.4%	2,204	0.5%	6,659	0.4%
5304 · Telephone	3,751	0.6%	6,376	1.3%	6,992	1.5%	17,119	1.1%
5305 · Cable Expense	1,649	0.3%	1,931	0.4%	1,658	0.4%	5,237	0.3%
5306 · Alarm System	666	0.1%	666	0.1%	669	0.1%	2,001	0.1%
5307 · Jimmy Tunes	165	0.0%	198	0.0%	198	0.0%	561	0.0%
5698 · Cash Over/(Short)	-50	0.0%	-46	0.0%	71	0.0%	-25	0.0%
5699 · Miscellaneous	1,050	0.2%	859	0.2%	409	0.1%	2,319	0.1%
7505 · Menus	2,295	0.4%	147	0.0%	147	0.0%	2,588	0.2%
7515 · 4.5% Advertising/Media Fee	25,914	4.3%	21,968	4.4%	20,760	4.4%	68,641	4.3%
8120 · Misc Employment Expenses	84	0.0%	0	0.0%	0	0.0%	84	0.0%
8322 · Rent/Lease Expense	36,752	6.1%	36,982	7.3%	35,293	7.5%	109,027	6.9%
8341 · Insurance Exp	2,495	0.4%	2,143	0.4%	2,143	0.5%	6,780	0.4%
8350 · License Expense	908	0.2%	585	0.1%	370	0.1%	1,863	0.1%
8381 · Recruitment	1,765	0.3%	285	0.1%	147	0.0%	2,197	0.1%
8605 · Outside Acctg/Payroll Service	1,326	0.2%	1,326	0.3%	1,326	0.3%	3,978	0.3%
8619 · Other Outside Services	1,116	0.2%	1,026	0.2%	1,026	0.2%	3,168	0.2%
8640 · Dues & Subscriptions	393	0.1%	0	0.0%	540	0.1%	933	0.1%
8690 · Royalties	34,551	5.7%	29,291	5.8%	27,680	5.9%	91,522	5.8%
8695 · Bank Service Charge	623	0.1%	330	0.1%	388	0.1%	1,340	0.1%
8696 · Credit Card Service Charges	12,511	2.1%	10,598	2.1%	9,330	2.0%	32,439	2.1%
<b>Total Expense</b>	<b>356,745</b>	<b>59.1%</b>	<b>319,766</b>	<b>63.4%</b>	<b>317,049</b>	<b>67.0%</b>	<b>993,560</b>	<b>62.8%</b>
<b>Net Income</b>	<b>73,601</b>	<b>12.2%</b>	<b>35,238</b>	<b>7.0%</b>	<b>19,205</b>	<b>4.1%</b>	<b>128,044</b>	<b>8.1%</b>
<b>Adjustments</b>								
Labor to 2020 %'s	(24,132)	-4.0%	11,043	2.2%	32,647	6.9%	19,558	1.2%
Adjusted Net Income	49,469	8.2%	46,281	9.2%	51,851	11.0%	147,601	9.3%
Trailing 13 Periods Ending P12 2020	440,038		470,806		516,097		1,426,941	
<b>Trailing 13 Periods Adjusted Net Income</b>	<b>36,039</b>	<b>8.2%</b>	<b>43,174</b>	<b>9.2%</b>	<b>56,591</b>	<b>11.0%</b>	<b>135,804</b>	<b>9.5%</b>