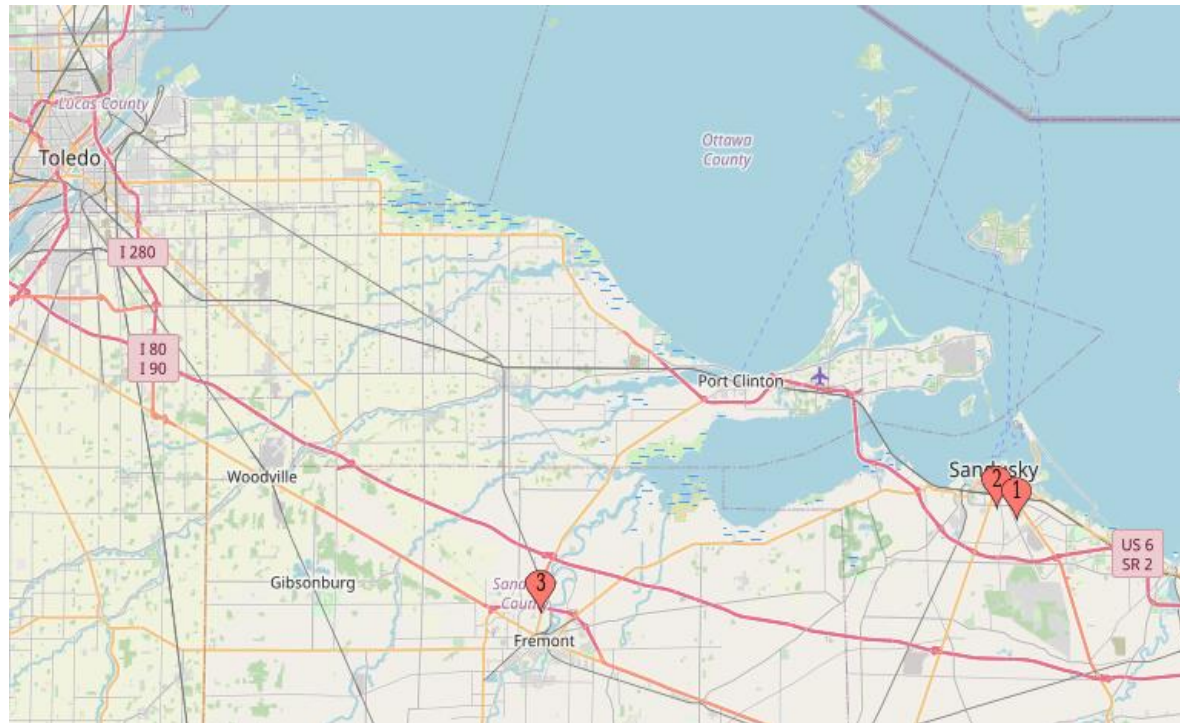




Jimmy John's in OH
 \$360,000 for package of 3



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

Map	Store	Trailing 12 Months Ending 9/15/2020	Managed Cash Flow
1	#2020 Milan	\$508,260	\$41,200
2	#2278 Hayes	\$479,389	\$43,961
3	#2481 Fremont	\$502,947	\$55,150
TOTAL		\$1,490,596	\$140,311



CONFIDENTIAL Executive Summary



Purchase Price: \$360,000 for package of 3
Total Annual Sales*: \$503,053
Inventory: \$3,000
Managed Cash Flow**: \$41,200

#2020 Milan
4201 Milan Road Suite F
Sandusky Ohio 44870

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

* Trailing 12 Months Ending 9/15/2020

** 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.

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

Transfer Fee: TBD
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: 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*: \$479,389
Inventory: \$3,000
Managed Cash Flow**: \$43,961

#2278 Hayes
1304 Hayes Ave
Sandusky Ohio 44870

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

* Trailing 12 Months Ending 9/15/2020

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Franchise Information:

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

Transfer Fee: TBD
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: 5yr Renewal 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: Inline; endcap with 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*: \$502,947
Inventory: \$3,000
Managed Cash Flow**: \$55,150

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

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

* Trailing 12 Months Ending 9/15/2020

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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.

Franchise Agreement Expiration: 2024

Royalty: 6.0%

Remodel Requirements: None

Transfer Fee: TBD

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



	2020 - Milan Rd		2278 -Hayes Rd		2481 - Fremont		Total	
Total Income	604,016	100.0%	504,691	100.0%	472,870	100.0%	1,581,576	100.0%
Total COGS	143,444	23.7%	132,830	26.3%	124,474	26.3%	400,749	25.3%
Gross Profit	460,571	76.3%	371,861	73.7%	348,395	73.7%	1,180,827	74.7%
Expense								
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 · Menu	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%
7517 · Additional Advertising	11,104	1.8%	5,038	1.0%	2,952	0.6%	19,094	1.2%
7567 · Sampling Expense	6,626	1.1%	2,362	0.5%	901	0.2%	9,890	0.6%
7568 · Freebies	8,716	1.4%	6,848	1.4%	6,888	1.5%	22,452	1.4%
8120 · Misc Employment Expenses	84	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 & Subscr iptions	393	0.1%		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%
Total Expense	386,970	64.1%	336,623	66.7%	329,190	69.6%	1,052,783	66.6%
Net Income	73,601	12.2%	35,238	7.0%	19,205	4.1%	128,044	8.1%
Adjustments								
Labor	(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%	51,852	11.0%	147,602	9.3%
Trailing 12 Months Sales ending 9/15/2020	503,053		479,389		502,947		1,485,388	
Trailing 12 Months Adjusted Net Income	41,200	8.2%	43,961	9.2%	55,150	11.0%	140,311	9.4%