

Checkers

\$9,500,000 for 10 Units in the
Northeastern US

Real Estate available on 4 units for
\$5,300,000

Confidential Information Memorandum
January 2021



Checkers- 10 Units in the Northeastern US

Disclaimer:

FranBizNetwork (“FBN”), has been retained as exclusive broker for the sale of ten Checkers locations in the Northeastern US (“Business”). This Confidential Information Memorandum (“CIM”) has been prepared by FBN from information supplied to it by the Seller and other sources believed to be reliable and is being furnished through FBN solely for the purpose of providing the recipient with general information to assist in an evaluation of the Business. This CIM does not purport to be all-inclusive or necessarily to contain all of the information a prospective purchaser may desire. FBN has not verified independently any of the information, nor does FBN make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained in this CIM or any other written or oral statement made to a prospective purchaser of the Business. Only those representations and warranties that may be made in a definitive written agreement, when and if it is executed, and subject to such limitations and restrictions as may be specified in such definitive agreement, shall have legal effect.

Interested parties should conduct their own investigation and analysis of the Business and of the information contained in this CIM and should consider the advice of their financial, legal, accounting, tax, and other business advisors in analyzing the books and records of the Business.

This CIM contains proprietary non-public information regarding the Business and is governed by the terms of the Confidentiality Agreement agreed to by the interested party receiving this CIM, which strictly limits the use, disclosure, circulation, and reproduction of the information contained herein. Any person receiving this CIM should carefully read and understand the Non-Disclosure Agreement they signed before reading further.

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FBN is acting as an exclusive broker to the Seller in connection with the proposed sale of this Business. Prospective purchasers agree not to contact the Seller or any of the Seller’s management or restaurant personnel. All communications, inquiries and requests for information regarding the Assets should be addressed to FBN.

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FranBizNetwork is happy to bring to the market 10 Checkers Drive-In locations in the Northeastern US. Any questions or requests for further information should be directed to Buyer's FBN advisor. Under no circumstances should prospective buyers contact Seller directly.

Overview of the sale process:

- Buyer reviews the CIM and visits the stores as a customer, taking care to be discreet and not alert employees or management to the sale
- Buyer works with FBN advisor to make an offer, contingent upon full due diligence review, franchisor approval, financing if required, and lease assignments.
- Buyer completes full review of the books and records of the business
- Buyer works with FBN advisor to submit application to Checkers
- Buyer is approved by franchisor and lender (if required)
- Buyer attends franchisor training
- Buyer and Seller complete walk-thrus of each restaurant making sure all equipment is in good working condition.
- Escrow closes and Buyer takes over the store



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- **\$9,500,000 for 10 Units in the Northeastern US**
- **Real Estate is available on 4 units for \$5,300,000**

Store #	YE 2020 Sales	Post G&A YE 2020 Adjusted Net Profit	Real Estate Available
1	\$1,652,640	\$363,177	Yes, for \$1,500,000
2	\$1,545,929	\$194,918	Yes, for \$1,400,000
3	\$584,765	(\$17,171)	No
4	\$760,302	(\$5,151)	Yes, for \$1,000,000
5	\$899,822	\$82,854	No
6	\$1,027,250	\$179,010	No
7	\$1,025,649	\$61,735	No
8	\$2,233,763	\$478,171	No
9	\$1,350,344	\$232,968	No
10	\$1,812,047	\$448,269	Yes, for \$1,400,000
	\$12,892,511	\$2,018,780	\$5,300,000

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Overview

- Price is \$9,500,000 for the package of 10 stores. Real Estate is available on 4 units for \$5,300,000.
- Stores are franchisee owned, franchise agreements will be assigned to buyer with remaining term.
- Price does not include inventory or lease security deposits.
- Price does not include franchise transfer fees of approximately \$5,000 per store.
- This will be an asset sale, with all assets delivered free and clear of liens.
- District Manager and Director of Operations may be available to work with new buyer.
- Stores will require some remodel work, cost is approximately \$200K each. Buyer can work with Checkers on completion schedule but will be approximately 2 remodels per year.
- Franchisor requires a minimum of \$750k net worth with at least \$250k liquid assets, or commensurate with purchase. Restaurant experience preferred but not required. Operating partner and one other person must attend 5 weeks of training- 4 weeks in the restaurant and 1 week in Tampa.

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Franchise:

- Headquartered in Tampa, FL, Checkers was founded in 1986 and now boasts over 577 units nationwide. Checkers acquired Rally's in 1999. The two chains combine to make one of the fastest growing restaurants in the industry with more than 800 locations across the country. Known for their bold flavored and seared burgers, indulgent milkshakes, and Famous Seasoned Fries.
- Franchise agreements are set at 4% for royalties and 3.75% for advertising.
- Approximately \$5,000 franchise transfer fee per store (not included in price).
- Checkers & Rally's was named a Best Franchise Deal by QSR Magazine in 2018.
- Entrepreneur Magazine "Franchise 500" Ranking – Top 100 fastest growing franchises in the U.S.

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Sales History

Store #	2017 Net Sales	2018 Net Sales	% change over 2017	2019 Net Sales	% change over 2018	2020 Net Sales	% change over 2019
1	\$1,329,510	\$1,278,602	-3.8%	\$1,292,988	1.1%	\$1,652,640	27.8%
2	\$1,285,501	\$1,224,630	-4.7%	\$1,348,183	10.1%	\$1,545,929	14.7%
3	\$709,682	\$673,632	-5.1%	\$600,651	-10.8%	\$584,765	-2.6%
4	\$651,161	\$630,096	-3.2%	\$616,678	-2.1%	\$760,302	23.3%
5	\$769,886	\$717,377	-6.8%	\$686,665	-4.3%	\$899,822	31.0%
6	\$996,828	\$980,152	-1.7%	\$971,016	-0.9%	\$1,027,250	5.8%
7	\$1,082,622	\$1,015,068	-6.2%	\$963,273	-5.1%	\$1,025,649	6.5%
8	\$1,960,679	\$1,951,745	-0.5%	\$1,917,475	-1.8%	\$2,233,763	16.5%
9	\$1,183,305	\$1,099,194	-7.1%	\$1,065,616	-3.1%	\$1,350,344	26.7%
10	\$1,339,403	\$1,305,712	-2.5%	\$1,346,707	3.1%	\$1,812,047	34.6%
	\$11,308,577	\$10,876,208	-3.8%	\$10,809,252	-0.6%	\$12,892,511	19.3%

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Leases

Store & Address	YE 2020 Sales	Monthly Rent	Monthly Rent on RE property - Implied 6% of Sales	Total Annual Occupancy Costs	Occupancy Costs as a % of Sales	Lease Expiration	Next Rent Increase / Remodel
Store #1150 – 1915 East Joppa Drive, Baltimore, MD 21234	\$1,652,640	N/A	\$8,263	\$99,158	6%	N/A	TBD
Store #3051 – 6210 Rossville Blvd., Baltimore, MD 21237	\$1,545,929	N/A	\$7,730	\$92,756	6%	N/A	TBD
Store #3074 – 7925 Eastern Avenue, Baltimore, MD 21224	\$584,765	\$4,375		\$52,500	9%	8/1/2029	TBD
Store #3117 - 21656 Great Mills Road, Lexington Park, MD 20653	\$760,302	N/A	\$3,802	\$45,618	6%	N/A	TBD
Store #3189 - 1926 Pulaski Highway, Edgewood, MD 21040	\$899,822	\$4,167		\$50,000	6%	3/31/2038	TBD
Store #3319 – 1645 Crofton Centre, Crofton, MD 21114	\$1,027,250	\$4,583		\$55,000	5%	11/30/2040	10% on 12/1/20
Store #3350 – 7511 Clymer Dr., Brandywine, MD 20613	\$1,025,649	\$6,417		\$77,000	8%	7/31/2047	10% on 8/1/2022
Store #5380 – 3002 Leonardtown Road, Waldorf, MD 20601	\$2,233,763	\$6,900		\$82,800	4%	7/1/2023	TBD
Store #5822 – 45500 Miramar Way, California, MD 20619	\$1,350,344	\$5,299		\$63,584	5%	2/1/2067	Annual CPI
Store #5900 – 3901 Plank Road, Fredericksburg, VA 22407	\$1,812,047	N/A	\$9,060	\$108,723	6%	N/A	TBD
	\$12,892,511			\$727,139	6%		