



CONFIDENTIAL Executive Summary



Purchase Price:	\$399,000
Total Annual Sales*:	\$657,363
Inventory:	\$15,000
Managed Cash Flow**:	\$71,726
Owner Operated Cash Flow**:	\$106,726

Firehouse Subs #169
3005 Old Alabama Road
Johns Creek, GA 30022

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

* Trailing 12 Months Ending 12/27/2020
 ** 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:

Firehouse Subs is a fast casual restaurant chain based in Jacksonville, FL, founded by former firefighters Chris and Robin Sorenson nearly 20 years ago. Franchisor requires 300K net worth with at least 100K liquid, or commensurate with purchase. Restaurant experience preferred.

Franchise Agreement Expiration: Jul 2023	Transfer Fee: \$10,000	Training Location: Jacksonville, FL
Royalty: 6.0%	Advertising: 4.0%	Training Period: 6-8 weeks
Remodel Requirements: Complete January 2021		

Lease Information:

Monthly Base Rent: \$4,326	Options: none	Security Deposit: \$3,750
Percentage Rent: 8.00%	CAM: \$654	Real Property Available: No
Expiration: 9/30/2025	Monthly Property Tax: \$398	Increases: 3% annually

Location Details:

Business Established: 2004	Building Type: Inline	Building Size: 1,800 SF
Owner Since: 2015	Seating: 55 inside/16 outside	Employees: 2FT/9PT
Hours of Operation: 10:30a - 9:00p	Licenses Needed: Business, Health	Equipment Value: \$60,000

Located in Old Alabama Square Shopping Mall off Old Alabama Road. Nextdoor to Mibab Orthodontics and across from Fresh Market and many other retail stores. Residential properties surround the area. Nearby competitors include Village Burger, Subway and Sushi Sumo.

Remember you have agreed to keep all FranBizNetwork listings confidential.

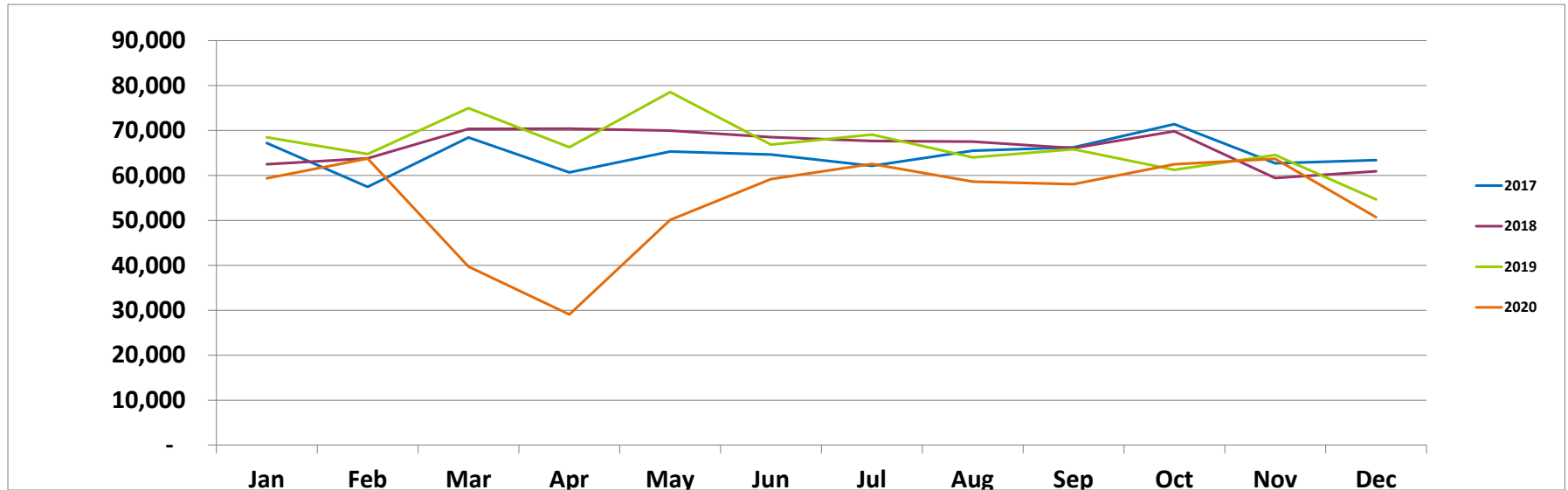
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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.



MONTHLY SALES

Firehouse Subs #169

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2017	\$67,194	\$57,453	\$68,453	\$60,664	\$65,319	\$64,659	\$62,124	\$65,497	\$66,249	\$71,408	\$62,692	\$63,408	\$775,119
2018	\$62,475	\$63,796	\$70,373	\$70,405	\$69,978	\$68,533	\$67,656	\$67,517	\$66,071	\$69,832	\$59,419	\$60,912	\$796,967
\$ +/-	(\$4,719)	\$6,343	\$1,919	\$9,741	\$4,659	\$3,874	\$5,532	\$2,020	(\$178)	(\$1,576)	(\$3,272)	(\$2,495)	\$21,849
% +/-	-7%	11%	3%	16%	7%	6%	9%	3%	0%	-2%	-5%	-4%	3%
<hr/>													
2018	\$62,475	\$63,796	\$70,373	\$70,405	\$69,978	\$68,533	\$67,656	\$67,517	\$66,071	\$69,832	\$59,419	\$60,912	\$796,967
2019	\$68,493	\$64,766	\$74,988	\$66,298	\$78,549	\$66,833	\$69,100	\$64,017	\$65,819	\$61,245	\$64,549	\$54,659	\$799,317
\$ +/-	\$6,018	\$969	\$4,615	(\$4,107)	\$8,571	(\$1,700)	\$1,444	(\$3,499)	(\$252)	(\$8,587)	\$5,130	(\$6,253)	\$2,349
% +/-	10%	2%	7%	-6%	12%	-2%	2%	-5%	0%	-12%	9%	-10%	0%
<hr/>													
2019	\$68,493	\$64,766	\$74,988	\$66,298	\$78,549	\$66,833	\$69,100	\$64,017	\$65,819	\$61,245	\$64,549	\$54,659	\$799,317
2020	\$59,372	\$63,754	\$39,729	\$29,060	\$50,088	\$59,196	\$62,572	\$58,622	\$58,054	\$62,500	\$63,694	\$50,723	\$657,363
\$ +/-	(\$9,122)	(\$1,011)	(\$35,260)	(\$37,238)	(\$28,461)	(\$7,637)	(\$6,528)	(\$5,395)	(\$7,765)	\$1,254	(\$855)	(\$3,936)	(\$141,953)
% +/-	-13%	-2%	-47%	-56%	-36%	-11%	-9%	-8%	-12%	2%	-1%	-7%	-18%





Firehouse Subs #169 PROFORMA

Trailing 12 Months Ending 12/27/2020		
SALES	\$ 657,363	
COGS:	\$ 191,884	29.2%
Crew Labor:	\$ 116,485	17.7%
GM:	\$ 35,000	5.3%
Workers Comp*:	\$ 2,469	1.6%
Payroll Taxes*:	\$ 13,634	9.0%
R&M:	\$ 2,761	0.4%
Non-Ingredient:	\$ 8,677	1.3%
Utilities:	\$ 18,610	2.8%
Rent:	\$ 59,996	9.1%
CAM:	\$ 7,851	1.2%
Local Advertising:	\$ 7,494	1.1%
Nat'l Advertising:	\$ 26,295	4.0%
Royalty:	\$ 39,442	6.0%
Insurance:	\$ 2,224	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 13,410	2.0%
Professional Services:	\$ 4,500	0.7%
Outside Services:	\$ 18,911	2.9%
Laundry/Uniforms:	\$ 2,088	0.3%
Permits & Licenses:	\$ 2,005	0.3%
Cash Over/Short:	\$ (592)	-0.1%
Employee Benefits:	\$ 3,726	0.6%
Other G&A:	\$ 9,181	1.4%
Total Expenses:	\$ 587,982	89.4%
Other Income:	\$ 2,345	0.4%
Managed Cash Flow:	\$ 71,726	10.9%
Owner Operated Cash Flow:	\$ 106,726	16.2%

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.