



## CONFIDENTIAL Executive Summary



Purchase Price: \$325,000  
Total Annual Sales\*: \$449,070  
Inventory: \$6,000  
Owner Operated Cash Flow\*\*: \$77,141

**Jimmy John's #2023**  
**510 Airport Center Drive**  
**Jacksonville, FL 32218**

\* Trailing 12 Months Ending 10/31/2020

\*\* 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.

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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 Pretezzels, 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 by not required.

Franchise Agreement Expiration: 12/22/2021  
Royalty: 6.0%  
Remodel Requirements: TBD

Transfer Fee: \$12,500  
Advertising: 4.5%

Training Location: Champaign, IL and store near Buyer  
Training Period: 7 weeks

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### Lease Information:

Monthly Base Rent: \$5,794  
Percentage Rent: None  
Expiration: 8/7/2022

Options: 2x3 yr  
CAM: Included  
Monthly Property Tax: \$47

Security Deposit: None  
Real Property Available: No  
Increases: 3% annually

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### Location Details:

Business Established: 12/22/2011  
Owner Since: 12/22/2011  
Hours of Operation: 9a-10p daily

Building Type: Inline  
Seating: 47  
Licenses Needed: Business & Health

Building Size: 2,200 SF  
Employees: 7

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Located at Airport Center Drive in the River City Marketplace, nextdoor to Amelia Urgent Care. Nearby competition includes Arby's, Taco Bell, Tijuana Flats, Hardee's, and Chick-fil-A.

**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**

**Jimmy John's #2023**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$42,095	\$44,828	\$50,671	\$53,707	\$56,879	\$55,447	\$53,992	\$53,801	\$51,848	\$49,099	\$46,487	\$46,549	\$605,403
<b>\$ +/-</b>	\$42,095	\$44,828	\$50,671	\$53,707	\$56,879	\$55,447	\$53,992	\$53,801	\$51,848	\$49,099	\$46,487	\$46,549	\$605,403
<b>% +/-</b>													#DIV/0!
<b>2018</b>	\$42,095	\$44,828	\$50,671	\$53,707	\$56,879	\$55,447	\$53,992	\$53,801	\$51,848	\$49,099	\$46,487	\$46,549	\$605,403
<b>2019</b>	\$46,441	\$42,958	\$51,280	\$50,173	\$52,621	\$51,774	\$54,992	\$50,423	\$43,315	\$46,891	\$40,141	\$44,393	\$575,401
<b>\$ +/-</b>	\$4,346	(\$1,871)	\$609	(\$3,535)	(\$4,257)	(\$3,673)	\$1,000	(\$3,378)	(\$8,534)	(\$2,207)	(\$6,346)	(\$2,156)	(\$30,002)
<b>% +/-</b>	10%	-4%	1%	-7%	-7%	-7%	2%	-6%	-16%	-4%	-14%	-5%	-5%
<b>2019</b>	\$46,441	\$42,958	\$51,280	\$50,173	\$52,621	\$51,774	\$54,992	\$50,423	\$43,315	\$46,891	\$40,141	\$44,393	\$575,401
<b>2020</b>	\$40,237	\$38,357	\$33,950	\$27,935	\$34,831	\$39,971	\$39,291	\$37,553	\$34,179	\$38,231	\$0	\$0	\$364,535
<b>\$ +/-</b>	(\$6,204)	(\$4,600)	(\$17,330)	(\$22,237)	(\$17,790)	(\$11,802)	(\$15,701)	(\$12,870)	(\$9,136)	(\$8,660)			(\$126,331)
<b>% +/-</b>	-13%	-11%	-34%	-44%	-34%	-23%	-29%	-26%	-21%	-18%			-26%



## Jimmy John's #2023 PROFORMA

Trailing 12 Months Ending 10/31/2020		
SALES	\$	449,070
COGS:	\$	123,494    27.5%
Crew Labor:	\$	60,580    13.5%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$	-    0.0%
Workers Comp*:	\$	1,817    3.0%
Payroll Taxes*:	\$	4,907    8.1%
R&M:	\$	359    0.1%
Non-Ingredient:	\$	1,078    0.2%
Utilities:	\$	23,164    5.2%
Rent:	\$	82,573    18.4%
CAM:	\$	-    0.0%
Property Tax:	\$	2,811    0.6%
Local Advertising:	\$	90    0.0%
Nat'l Advertising:	\$	20,208    4.5%
Royalty:	\$	26,944    6.0%
Insurance:	\$	4,472    1.0%
Bank Charges:	\$	600    0.1%
Credit Card Fees:	\$	11,766    2.6%
Professional Services:	\$	2,670    0.6%
Laundry/Uniforms:	\$	2,961    0.7%
Permits & Licenses:	\$	862    0.2%
Cash Over/Short:	\$	449    0.1%
Other G&A:	\$	124    0.0%
Total Expenses:	\$	371,929    82.8%
Other Income:	\$	-    0.0%
Owner-Operated Cash Flow:	\$	77,141    17.2%

\*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.