



SUB
SANDWICH

Subway San Francisco, CA
\$175,000



Store is located on San Francisco State University campus (The Village)

Store	Trailing 12 Months Ending 8/31/2019	Managed Cash Flow	Owner-Operated Cash Flow
750 Font Blvd	\$517,564	\$45,484	\$84,515



CONFIDENTIAL Executive Summary



Purchase Price:	\$175,000	Subway #33355
Total Annual Sales*:	\$517,564	750 Font Blvd
Inventory:	aprox. \$2,500	San Francisco, CA 94132
Managed Cash Flow**:	\$45,484	
Owner-Operated Cash Flow**:	\$84,515	

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

* Trailing 12 Months Ending 8/31/2019

** 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:

Subway is the world's #1 QSR chain with over 43,000 restaurants in 110 countries. Franchisor requires sufficient net worth and liquidity, and buyer must live in the area.

Franchise Agreement Expiration: 10/30/2027	Transfer Fee: \$7,500	Training Location: virtual training
Royalty: 8.0%	Advertising: 4.5%	Training Period: 2 weeks
Remodel Requirements: Dec 31 2023		

Lease Information:

Monthly Base Rent: \$5,200	Options: 1 x 5	Security Deposit: \$7,000
Percentage Rent: 0.00%	CAM: \$770	Real Property Available: no
Expiration: 7/1/2024	Monthly Property Tax: \$180	60% off rent 6 months 6 mo, Increases: then 40% off 6 mos

Location Details:

Business Established: 2001	Building Type: housing complex	Building Size: 1628 sq. ft.
Owner Since: 2005	Seating: 14 2-person tables	Employees: 8
Hours of Operation: M-F7A-10P,SA8A-11P,SU9A-10P	Licenses Needed: Food, Health	Equipment Value: \$29K

On Campus at SF State University in the housing complex. Students living above and all around store. Multiple high-rise buildings and Park Merced are nearby. 30,000 students each semester. Store re-opens early Aug., school plans to reopen Fall 2021 semester towards the end of Aug.

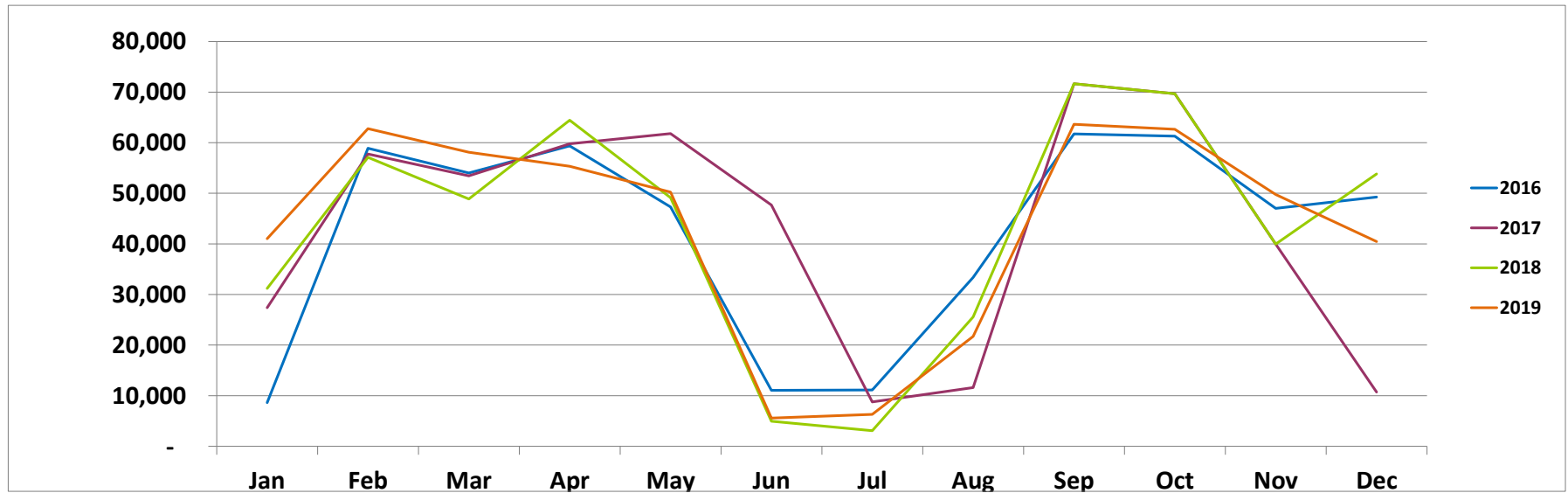
Remember you have agreed to keep all FranBizNetwork listings confidential.

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

Subway #33355

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2016	\$8,631	\$58,891	\$54,021	\$59,357	\$47,306	\$11,070	\$11,124	\$33,378	\$61,740	\$61,300	\$47,018	\$49,245	\$503,081
2017	\$27,399	\$57,775	\$53,457	\$59,794	\$61,787	\$47,678	\$8,768	\$11,589	\$71,652	\$69,665	\$39,960	\$10,715	\$520,239
\$ +/-	\$18,768	(\$1,116)	(\$564)	\$437	\$14,481	\$36,608	(\$2,356)	(\$21,789)	\$9,912	\$8,365	(\$7,058)	(\$38,530)	\$17,158
% +/-	217%	-2%	-1%	1%	31%	331%	-21%	-65%	16%	14%	-15%	-78%	3%
2017	\$27,399	\$57,775	\$53,457	\$59,794	\$61,787	\$47,678	\$8,768	\$11,589	\$71,652	\$69,665	\$39,960	\$10,715	\$520,239
2018	\$31,190	\$57,115	\$48,873	\$64,457	\$49,135	\$4,950	\$3,082	\$25,570	\$71,652	\$69,665	\$39,960	\$53,838	\$519,487
\$ +/-	\$3,791	(\$660)	(\$4,584)	\$4,663	(\$12,652)	(\$42,728)	(\$5,686)	\$13,981	\$0	\$0	\$0	\$43,123	(\$752)
% +/-	14%	-1%	-9%	8%	-20%	-90%	-65%	121%	0%	0%	0%	402%	0%
2018	\$31,190	\$57,115	\$48,873	\$64,457	\$49,135	\$4,950	\$3,082	\$25,570	\$71,652	\$69,665	\$39,960	\$53,838	\$519,487
2019	\$41,027	\$62,788	\$58,099	\$55,346	\$50,221	\$5,572	\$6,307	\$21,708	\$63,639	\$62,641	\$49,758	\$40,458	\$517,564
\$ +/-	\$9,837	\$5,673	\$9,226	(\$9,111)	\$1,086	\$622	\$3,225	(\$3,862)	(\$8,013)	(\$7,024)	\$9,798	(\$13,380)	(\$1,923)
% +/-	32%	10%	19%	-14%	2%	13%	105%	-15%	-11%	-10%	25%	-25%	0%





Subway #33355

PROFORMA - MANAGED

Trailing 12 Months Ending 8/31/2019		
SALES	\$ 517,564	
COGS:	\$ 151,594	29.3%
Crew Labor:	\$ 73,546	14.2%
GM:	\$ 29,000	5.6%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 4,051	4.0%
Payroll Taxes*:	\$ 31,420	30.6%
R&M:	\$ -	0.0%
Non-Ingredient:	\$ 1,604	0.3%
Utilities:	\$ 24,750	4.8%
Rent:	\$ 61,930	12.0%
CAM:	\$ 9,240	1.8%
Property Tax:	\$ 2,160	0.4%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ 362	0.1%
Nat'l Advertising:	\$ 23,290	4.5%
Royalty:	\$ 41,405	8.0%
Equipment Lease:	\$ 186	0.0%
Insurance:	\$ 3,382	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 5,693	1.1%
Professional Services:	\$ 4,000	0.8%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 360	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 3,000	0.6%
Cash Over/Short:	\$ 466	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ 40	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 472,080	91.2%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 45,484	8.8%

PROFORMA - OWNER OPERATED

Trailing 12 Months Ending 8/31/2019		
SALES	\$ 517,564	
COGS:	\$ 151,594	29.3%
Crew Labor:	\$ 73,546	14.2%
Assume Owner is GM		
Other Store Level Mgmt:	\$ -	0.00%
Workers Comp*:	\$ 2,905	4.0%
Payroll Taxes*:	\$ 22,534	30.6%
R&M:	\$ -	0.0%
Non-Ingredient:	\$ 1,604	0.3%
Utilities:	\$ 24,750	4.8%
Rent:	\$ 61,930	12.0%
CAM:	\$ 9,240	1.8%
Property Tax:	\$ 2,160	0.4%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ 362	0.1%
Nat'l Advertising:	\$ 23,290	4.5%
Royalty:	\$ 41,405	8.0%
Equipment Lease:	\$ 186	0.0%
Insurance:	\$ 3,382	0.7%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 5,693	1.1%
Professional Services:	\$ 4,000	0.8%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ 360	0.1%
Security:	\$ -	0.0%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 3,000	0.6%
Cash Over/Short:	\$ 466	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ 40	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
Total Expenses:	\$ 433,049	83.7%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 84,515	16.3%

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

*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.