



CONFIDENTIAL Executive Summary

SUB

SANDWICH

Purchase Price:	\$185,000	#27145
Total Annual Sales*:	\$241,640	5000 Valley West Blvd.
Inventory:	\$3,500	Arcata, CA 95521
Managed Cash Flow**:	\$38,700	

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

* Trailing 12 Months Ending 6/30/21

** 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: 9/2/2040

Transfer Fee: \$5,000

Training Location: 2 weeks

Royalty: 8.0%

Advertising: 4.75%

Training Period: Milford, CT

Remodel Requirements: Due asap, approx \$35-45K

Lease Information:

Monthly Base Rent: \$1,364

Options: 2x5yr

Security Deposit: Approx. \$3000

Percentage Rent: N/A

CAM: Included

Real Property Available: No

Expiration: 7/31/2022

Monthly Property Tax: Included

Increases: N/A

Location Details:

Business Established: 9/3/2002

Building Type: Inline

Building Size: 1,200 SF

Owner Since: 9/2/2020

Seating: TBD

Employees: 4

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location in Valley West Shopping Center with Ray's Food Place grocery as anchor. Other tenants include Harbor Freight Tools and Dollar Tree. Many hotels nearby; Humboldt State University is approximately 2.5 miles away.

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.

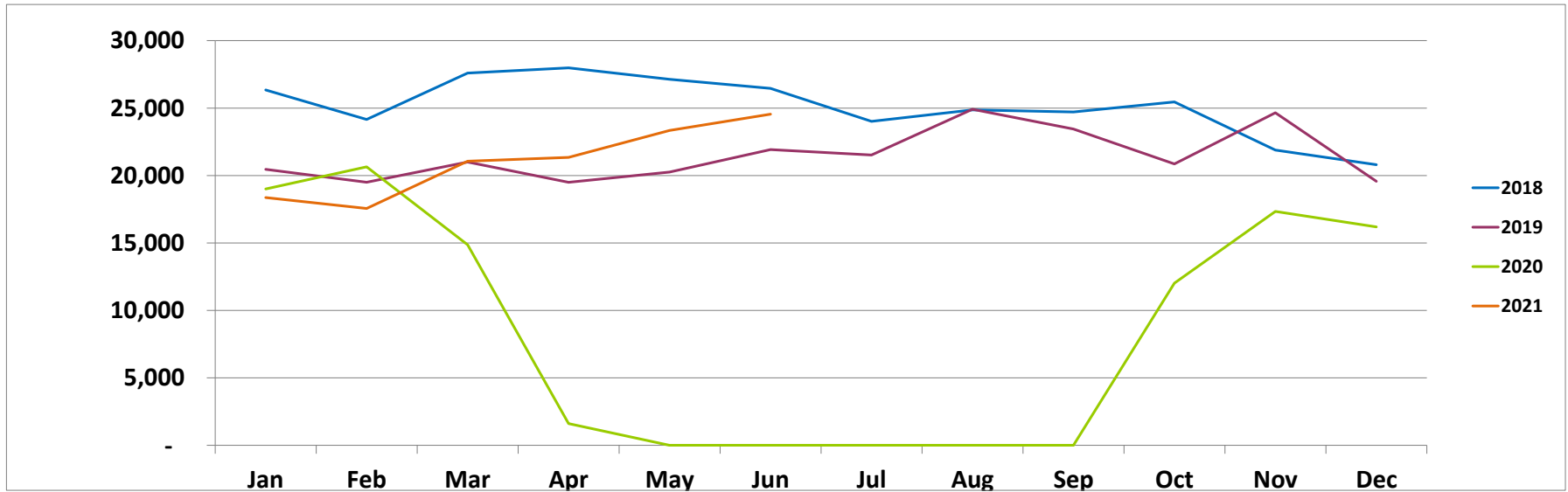


SUB SANDWICH

MONTHLY SALES

#27145

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
2018	\$26,346	\$24,156	\$27,594	\$27,981	\$27,129	\$26,456	\$24,012	\$24,866	\$24,716	\$25,460	\$21,887	\$20,801	\$301,404
2019	\$20,451	\$19,500	\$21,005	\$19,496	\$20,256	\$21,917	\$21,518	\$24,911	\$23,443	\$20,863	\$24,651	\$19,565	\$257,577
\$ +/-	(\$5,894)	(\$4,656)	(\$6,590)	(\$8,486)	(\$6,873)	(\$4,539)	(\$2,493)	\$44	(\$1,273)	(\$4,597)	\$2,764	(\$1,236)	(\$43,828)
% +/-	-22%	-19%	-24%	-30%	-25%	-17%	-10%	0%	-5%	-18%	13%	-6%	-15%
2019	\$20,451	\$19,500	\$21,005	\$19,496	\$20,256	\$21,917	\$21,518	\$24,911	\$23,443	\$20,863	\$24,651	\$19,565	\$257,577
2020	\$19,003	\$20,644	\$14,871	\$1,607	\$0	\$0	\$0	\$0	\$0	\$12,024	\$17,340	\$16,186	\$101,675
\$ +/-	(\$1,448)	\$1,144	(\$6,134)	(\$17,889)						(\$8,839)	(\$7,311)	(\$3,379)	(\$43,856)
% +/-	-7%	6%	-29%	-92%						-42%	-30%	-17%	-30%
2020	\$19,003	\$20,644	\$14,871	\$1,607	\$0	\$0	\$0	\$0	\$0	\$12,024	\$17,340	\$16,186	\$101,675
2021	\$18,370	\$17,556	\$21,062	\$21,339	\$23,343	\$24,549	\$0	\$0	\$0	\$0	\$0	\$0	\$126,218
\$ +/-	(\$633)	(\$3,088)	\$6,191	\$19,731	\$23,343	\$24,549							\$70,093
% +/-	-3%	-15%	42%	1228%									125%





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#27145
PROFORMA

Trailing 12 Months Ending 6/30/21		
SALES	\$ 241,640	
COGS:	\$ 58,719	24.3%
Labor:	\$ 64,035	26.5%
Workers Comp*:	\$ 1,281	2.0%
Payroll Taxes*:	\$ 9,605	15.0%
R&M:	\$ 3,141	1.3%
Non-Ingredient:	\$ 242	0.1%
Utilities:	\$ 7,480	3.1%
Rent:	\$ 16,368	6.8%
Nat'l Advertising:	\$ 11,478	4.8%
Royalty:	\$ 19,331	8.0%
Insurance:	\$ 3,150	1.3%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 3,625	1.5%
Professional Services:	\$ 1,500	0.6%
Outside Services:	\$ 1,600	0.7%
Security:	\$ 350	0.1%
Permits & Licenses:	\$ 495	0.2%
Cash Over/Short:	\$ 242	0.1%
Total Expenses:	\$ 202,940	84.0%
Managed Cash Flow:	\$ 38,700	16.0%

*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.