



## CONFIDENTIAL Executive Summary

Purchase Price:	\$330,000	#32969
Total Annual Sales*:	\$476,893	800 W. Harris St.
Inventory:	\$3,500	Eureka, CA 95501
Managed Cash Flow**:	\$70,833	

**SUB**  
**SANDWICH**

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

\* Trailing 12 Months Ending 11/30/21

\*\* 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 largest submarine sandwich chain with more than 40,000 locations around the world. Subway is the leading choice for people seeking quick, nutritious meal options that the whole family can enjoy. 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: \$2,635

Options: 1x5yr

Security Deposit: Approx. \$3000

Percentage Rent: N/A

CAM: \$1,073

Real Property Available: No

Expiration: 5/31/2024

Monthly Property Tax: Included

Increases: N/A

### Location Details:

Business Established: 6/4/2004

Building Type: Inline

Building Size: 1,280 SF

Owner Since: 9/2/2020

Seating: TBD

Employees: 6

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location in The Eureka Mall shopping Mall with WinCo food grocery as anchor. Other tenants include Dollar Tree, CVS, Tuesday Morning and CosmoProf. Many residential properties surround unit. Plenty of parking available. Nearby competitors include Philly Cheese Steak Shoppe.

**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.

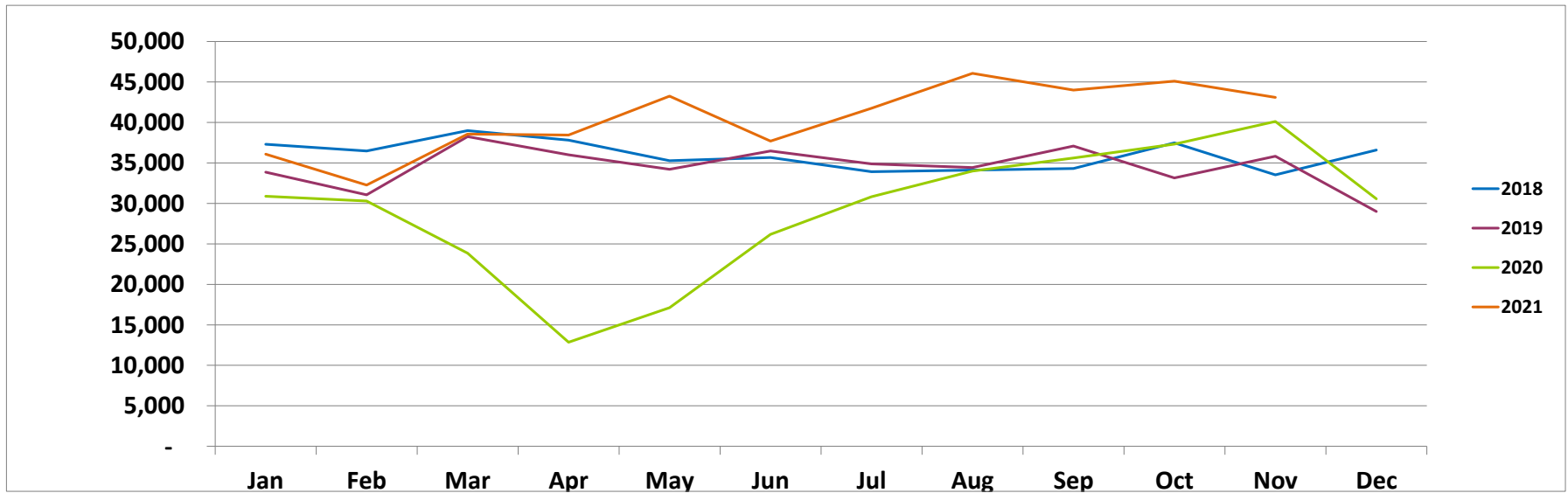


# SUB SANDWICH

## MONTHLY SALES

#32969

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$37,311	\$36,480	\$38,994	\$37,813	\$35,278	\$35,670	\$33,910	\$34,122	\$34,311	\$37,475	\$33,527	\$36,589	\$431,479
<b>2019</b>	\$33,861	\$31,064	\$38,254	\$35,996	\$34,215	\$36,480	\$34,888	\$34,428	\$37,084	\$33,157	\$35,829	\$29,003	\$414,258
<b>\$ +/-</b>	(\$3,450)	(\$5,416)	(\$740)	(\$1,817)	(\$1,063)	\$810	\$979	\$306	\$2,773	(\$4,318)	\$2,301	(\$7,586)	(\$17,221)
<b>% +/-</b>	-9%	-15%	-2%	-5%	-3%	2%	3%	1%	8%	-12%	7%	-21%	-4%
<b>2019</b>	\$33,861	\$31,064	\$38,254	\$35,996	\$34,215	\$36,480	\$34,888	\$34,428	\$37,084	\$33,157	\$35,829	\$29,003	\$414,258
<b>2020</b>	\$30,885	\$30,297	\$23,852	\$12,853	\$17,121	\$26,181	\$30,818	\$33,998	\$35,619	\$37,328	\$40,123	\$30,566	\$349,641
<b>\$ +/-</b>	(\$2,976)	(\$767)	(\$14,402)	(\$23,143)	(\$17,094)	(\$10,299)	(\$4,070)	(\$430)	(\$1,466)	\$4,172	\$4,294	\$1,563	(\$64,617)
<b>% +/-</b>	-9%	-2%	-38%	-64%	-50%	-28%	-12%	-1%	-4%	13%	12%	5%	-16%
<b>2020</b>	\$30,885	\$30,297	\$23,852	\$12,853	\$17,121	\$26,181	\$30,818	\$33,998	\$35,619	\$37,328	\$40,123	\$30,566	\$349,641
<b>2021</b>	\$36,075	\$32,268	\$38,564	\$38,451	\$43,245	\$37,706	\$41,761	\$46,066	\$43,993	\$45,101	\$43,097	\$0	\$446,327
<b>\$ +/-</b>	\$5,190	\$1,971	\$14,712	\$25,599	\$26,124	\$11,524	\$10,943	\$12,068	\$8,374	\$7,772	\$2,974	\$0	\$127,252
<b>% +/-</b>	17%	7%	62%	199%	153%	44%	36%	35%	24%	21%	7%	\$0	40%





**SUB**  
**SANDWICH**

**#32969**  
**PROFORMA**

Trailing 12 Months Ending 11/30/21		
SALES	\$ 476,893	
COGS:	\$ 115,885	24.3%
Labor:	\$ 126,377	26.5%
Workers Comp*:	\$ 2,528	2.0%
Payroll Taxes*:	\$ 18,957	15.0%
R&M:	\$ 6,200	1.3%
Non-Ingredient:	\$ 477	0.1%
Utilities:	\$ 14,965	3.1%
Rent:	\$ 31,618	6.6%
Nat'l Advertising:	\$ 22,652	4.8%
Royalty:	\$ 38,151	8.0%
Insurance:	\$ 3,150	0.7%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 7,153	1.5%
Professional Services:	\$ 1,500	0.3%
Outside Services:	\$ 1,600	0.3%
Security:	\$ 695	0.1%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 477	0.1%
Total Expenses:	\$ 406,060	85.1%
Managed Cash Flow:	\$ 70,833	14.9%

\*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.