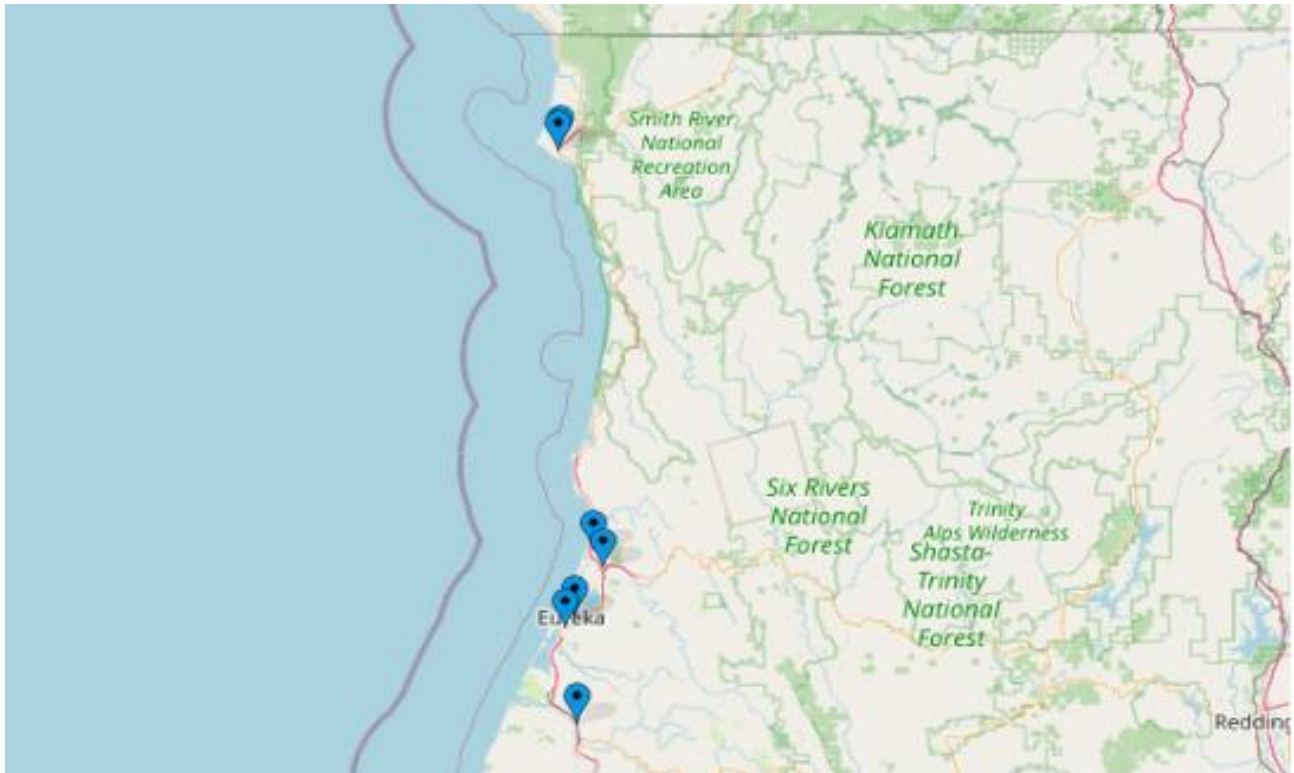


Subway - 7 units in Humboldt County, CA  
\$2,710,000



Store	Trailing 12 Months Ending 11/30/21	Managed Cash Flow
#12239 - Crescent City	\$633,783	\$127,282
#12240 - Fortuna	\$1,009,530	\$220,984
#23069 - Eureka	\$489,493	\$96,856
#23479 - McKinleyville	\$542,068	\$102,337
#27145 - Arcata	\$266,549	\$45,910
#32969 - Eureka	\$476,893	\$70,833
#35446 - Crescent City	\$407,688	\$63,600
<b>TOTAL</b>	<b>\$3,826,005</b>	<b>\$727,802</b>



## CONFIDENTIAL Executive Summary

# SUB

# SANDWICH

Purchase Price:	\$460,000	<b>#12239 - Crescent City</b>
Total Annual Sales*:	\$633,783	<b>850 Hwy 101</b>
Inventory:	\$3,500	<b>Crescent City, CA 95531</b>
Managed Cash Flow**:	\$127,282	

**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.

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### 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: \$2,239	Options: 2x5yr	Security Deposit: Approx. \$2500
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 12/31/2024	Monthly Property Tax: Included	Increases: N/A

---

### Location Details:

Business Established: 4/13/1992	Building Type: Inline	Building Size: 1,020 SF
Owner Since: 9/2/2020	Seating: TBD	Employees: 8
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: Approx \$7,500

Inline location near the intersection of Northcrest Dr and Highway 101. Unit is facing the road for high visibility. The Home Depot is located directly across the street. Other businesses in area include the CA DOT, CVS, Dollar Tree and Big 5 Sporting Goods.

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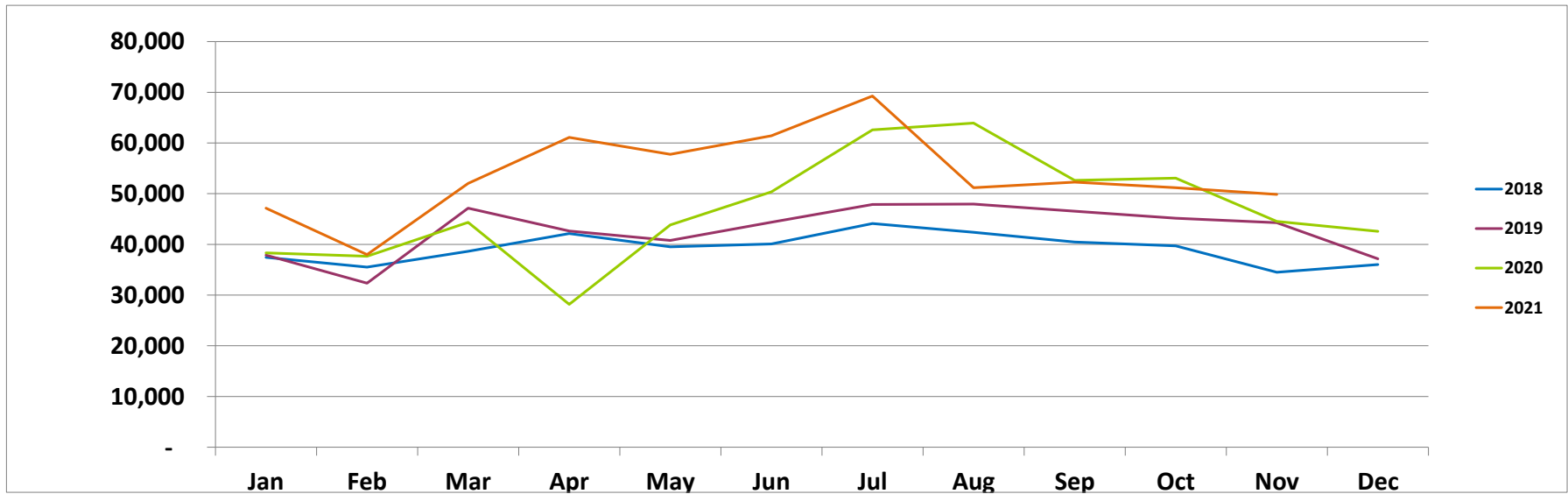


# SUB SANDWICH

## MONTHLY SALES

#12239 - Crescent City

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$37,448	\$35,504	\$38,639	\$42,150	\$39,534	\$40,084	\$44,113	\$42,373	\$40,479	\$39,715	\$34,504	\$36,009	\$470,552
<b>2019</b>	\$37,869	\$32,348	\$47,151	\$42,639	\$40,796	\$44,361	\$47,860	\$47,953	\$46,539	\$45,158	\$44,267	\$37,169	\$514,109
<b>\$ +/-</b>	\$421	(\$3,156)	\$8,512	\$489	\$1,262	\$4,277	\$3,747	\$5,580	\$6,060	\$5,443	\$9,763	\$1,160	\$43,557
<b>% +/-</b>	1%	-9%	22%	1%	3%	11%	8%	13%	15%	14%	28%	3%	9%
<b>2019</b>	\$37,869	\$32,348	\$47,151	\$42,639	\$40,796	\$44,361	\$47,860	\$47,953	\$46,539	\$45,158	\$44,267	\$37,169	\$514,109
<b>2020</b>	\$38,307	\$37,646	\$44,326	\$28,174	\$43,834	\$50,370	\$62,576	\$63,926	\$52,641	\$53,068	\$44,524	\$42,563	\$561,956
<b>\$ +/-</b>	\$438	\$5,298	(\$2,825)	(\$14,464)	\$3,038	\$6,009	\$14,716	\$15,974	\$6,103	\$7,909	\$257	\$5,394	\$47,847
<b>% +/-</b>	1%	16%	-6%	-34%	7%	14%	31%	33%	13%	18%	1%	15%	9%
<b>2020</b>	\$38,307	\$37,646	\$44,326	\$28,174	\$43,834	\$50,370	\$62,576	\$63,926	\$52,641	\$53,068	\$44,524	\$42,563	\$561,956
<b>2021</b>	\$47,160	\$37,984	\$52,045	\$61,093	\$57,775	\$61,410	\$69,267	\$51,190	\$52,273	\$51,181	\$49,843	\$0	\$591,220
<b>\$ +/-</b>	\$8,853	\$338	\$7,719	\$32,919	\$13,941	\$11,040	\$6,692	(\$12,737)	(\$369)	(\$1,887)	\$5,319		\$71,828
<b>% +/-</b>	23%	1%	17%	117%	32%	22%	11%	-20%	-1%	-4%	12%		14%





**SUB  
SANDWICH**

**#12239 - Crescent City  
PROFORMA**

<b>Trailing 12 Months Ending 11/30/21</b>		
SALES	\$ 633,783	
COGS:	\$ 154,009	24.3%
Labor:	\$ 167,953	26.5%
Workers Comp*:	\$ 3,359	2.0%
Payroll Taxes*:	\$ 25,193	15.0%
R&M:	\$ 8,239	1.3%
Utilities:	\$ 21,770	3.4%
Rent:	\$ 26,866	4.2%
Nat'l Advertising:	\$ 30,105	4.8%
Royalty:	\$ 50,703	8.0%
Insurance:	\$ 3,150	0.5%
Bank Charges:	\$ 300	0.0%
Credit Card Fees:	\$ 9,507	1.5%
Professional Services:	\$ 1,500	0.2%
Outside Services:	\$ 1,600	0.3%
Security:	\$ 1,120	0.2%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 634	0.1%
Total Expenses:	\$ 506,502	79.9%
Managed Cash Flow:	\$ 127,282	20.1%

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

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### CONFIDENTIAL Executive Summary

# SUB SANDWICH

Purchase Price:	\$725,000	#12240 - Fortuna
Total Annual Sales*:	\$1,009,530	740 S. Fortuna
Inventory:	\$3,500	Fortuna, CA 95540
Managed Cash Flow**:	\$220,984	

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: \$2,677	Options: 1x5yr	Security Deposit: Approx. \$3000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 11/30/2027	Monthly Property Tax: Included	Increases: N/A

#### Location Details:

Business Established: 5/13/1992	Building Type: Inline	Building Size: 1,200 SF
Owner Since: 9/2/2020	Seating: TBD	Employees: 8
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: Approx \$7,500

Inline location in Redwood Village shopping center. Anchor store is a Safeway grocery. Other tenants include a Wells Fargo bank, Rite Aid, Shell gas station and laundromat, amongst many others. Plenty of parking available. Residential properties surround unit.

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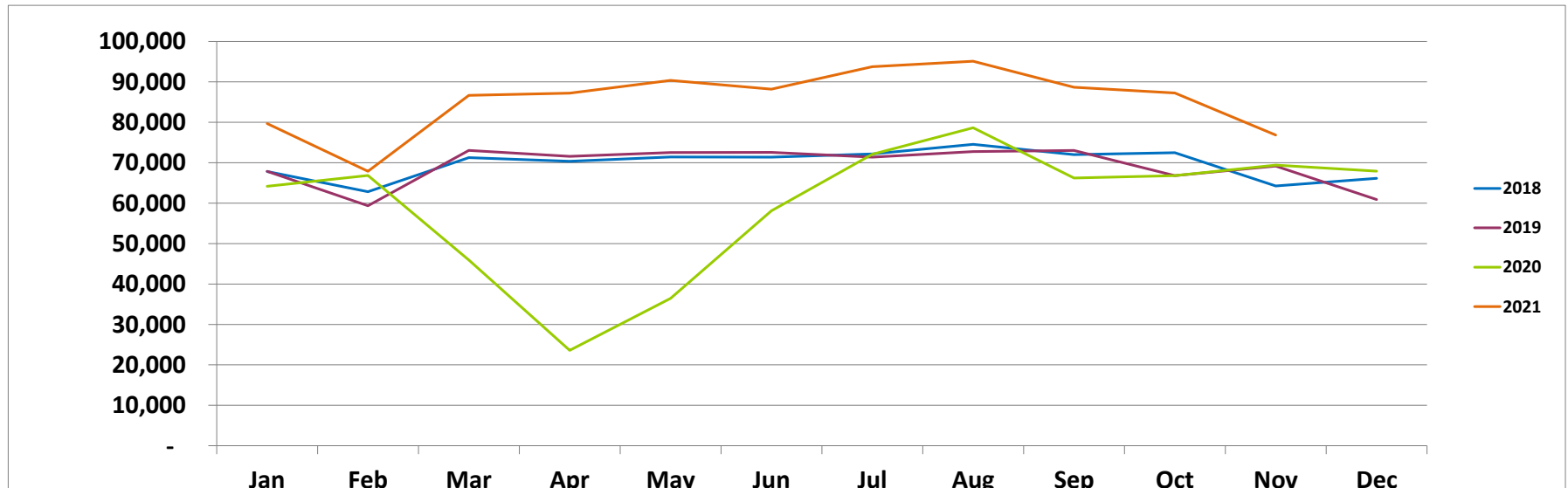


# SUB SANDWICH

## MONTHLY SALES

#12240 - Fortuna

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$67,850	\$62,828	\$71,265	\$70,346	\$71,437	\$71,366	\$72,150	\$74,546	\$72,026	\$72,496	\$64,234	\$66,136	\$836,680
<b>2019</b>	\$67,877	\$59,356	\$73,045	\$71,559	\$72,513	\$72,561	\$71,389	\$72,770	\$73,016	\$66,818	\$69,167	\$60,911	\$830,982
<b>\$ +/-</b>	\$27	(\$3,472)	\$1,780	\$1,213	\$1,076	\$1,196	(\$762)	(\$1,776)	\$990	(\$5,677)	\$4,933	(\$5,226)	(\$5,698)
<b>% +/-</b>	0%	-6%	2%	2%	2%	2%	-1%	-2%	1%	-8%	8%	-8%	-1%
<b>2019</b>	\$67,877	\$59,356	\$73,045	\$71,559	\$72,513	\$72,561	\$71,389	\$72,770	\$73,016	\$66,818	\$69,167	\$60,911	\$830,982
<b>2020</b>	\$64,161	\$66,841	\$45,942	\$23,593	\$36,447	\$58,093	\$72,097	\$78,647	\$66,214	\$66,809	\$69,399	\$67,917	\$716,160
<b>\$ +/-</b>	(\$3,716)	\$7,485	(\$27,103)	(\$47,966)	(\$36,066)	(\$14,469)	\$709	\$5,877	(\$6,801)	(\$9)	\$231	\$7,006	(\$114,822)
<b>% +/-</b>	-5%	13%	-37%	-67%	-50%	-20%	1%	8%	-9%	0%	0%	12%	-14%
<b>2020</b>	\$64,161	\$66,841	\$45,942	\$23,593	\$36,447	\$58,093	\$72,097	\$78,647	\$66,214	\$66,809	\$69,399	\$67,917	\$716,160
<b>2021</b>	\$79,674	\$67,884	\$86,658	\$87,210	\$90,352	\$88,200	\$93,753	\$95,104	\$88,676	\$87,247	\$76,856	\$0	\$941,614
<b>\$ +/-</b>	\$15,513	\$1,043	\$40,716	\$63,617	\$53,905	\$30,107	\$21,656	\$16,457	\$22,461	\$20,438	\$7,457		\$293,370
<b>% +/-</b>	24%	2%	89%	270%	148%	52%	30%	21%	34%	31%	11%		45%





**SUB  
SANDWICH**

**#12240 - Fortuna  
PROFORMA**

Trailing 12 Months Ending 11/30/21		
SALES	\$ 1,009,530	
COGS:	\$ 245,316	24.3%
Labor:	\$ 267,525	26.5%
Workers Comp*:	\$ 5,351	2.0%
Payroll Taxes*:	\$ 40,129	15.0%
R&M:	\$ 13,124	1.3%
Non-Ingredient:	\$ 1,010	0.1%
Utilities:	\$ 30,630	3.0%
Rent:	\$ 32,124	3.2%
Nat'l Advertising:	\$ 47,953	4.8%
Royalty:	\$ 80,762	8.0%
Insurance:	\$ 3,150	0.3%
Bank Charges:	\$ 300	0.0%
Credit Card Fees:	\$ 15,143	1.5%
Professional Services:	\$ 1,500	0.1%
Outside Services:	\$ 1,600	0.2%
Security:	\$ 1,425	0.1%
Permits & Licenses:	\$ 495	0.0%
Cash Over/Short:	\$ 1,010	0.1%
Total Expenses:	\$ 788,546	78.1%
Managed Cash Flow:	\$ 220,984	21.9%

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

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## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$330,000	#23069 - Eureka
Total Annual Sales*:	\$489,493	1906 4th St
Inventory:	\$3,500	Eureka, CA 95501
Managed Cash Flow**:	\$96,856	

**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.

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### 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

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### Lease Information:

Monthly Base Rent: \$1,799

Options: None

Security Deposit: Approx. \$3000

Percentage Rent: N/A

CAM: Included

Real Property Available: No

Expiration: Month to Month

Monthly Property Tax: Included

Increases: N/A

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### Location Details:

Business Established: 12/27/2002

Building Type: Freestanding

Building Size: 1,476 SF

Owner Since: 9/2/2020

Seating: TBD

Employees: 5

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Freestanding location at the intersection of 4th St and T St in downtown Eureka. Two hotels are located directly across and next door. Other businesses in area include a Target, Harley Davidson dealer and many small businesses. Located approximately 1 mile from marina.

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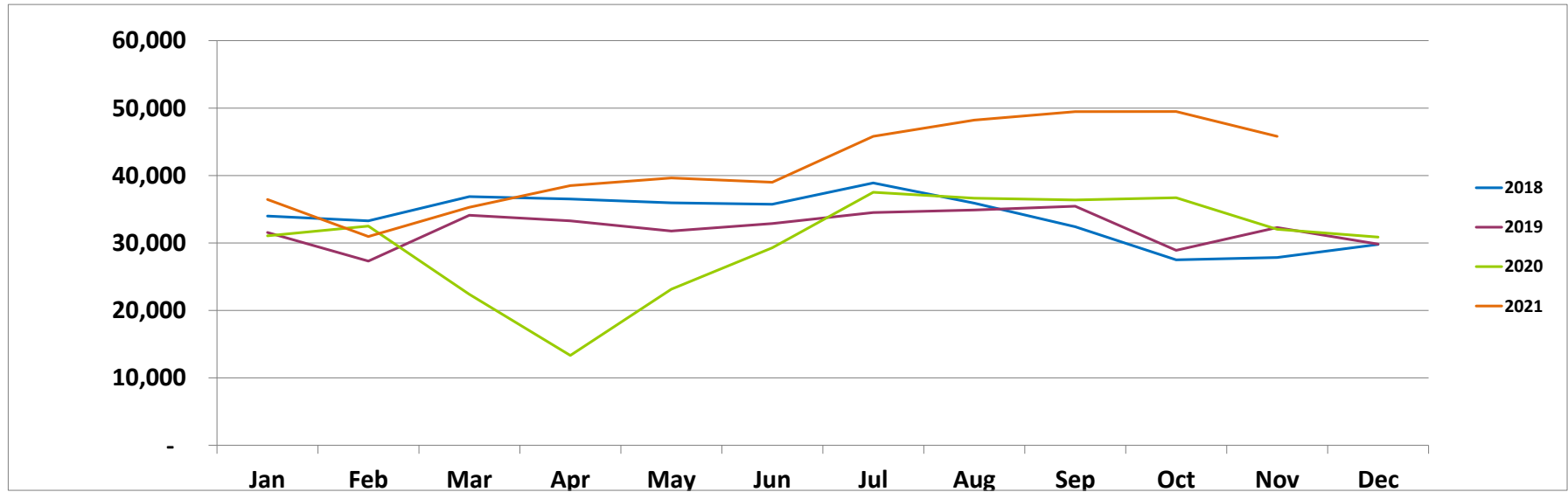


# SUB SANDWICH

## MONTHLY SALES

#23069 - Eureka

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$33,980	\$33,272	\$36,863	\$36,506	\$35,956	\$35,730	\$38,896	\$35,898	\$32,413	\$27,497	\$27,836	\$29,787	\$404,633
<b>2019</b>	\$31,554	\$27,312	\$34,113	\$33,287	\$31,757	\$32,884	\$34,503	\$34,893	\$35,447	\$28,910	\$32,289	\$29,840	\$386,788
<b>\$ +/-</b>	(\$2,427)	(\$5,960)	(\$2,750)	(\$3,219)	(\$4,198)	(\$2,846)	(\$4,393)	(\$1,005)	\$3,034	\$1,413	\$4,453	\$53	(\$17,845)
<b>% +/-</b>	-7%	-18%	-7%	-9%	-12%	-8%	-11%	-3%	9%	5%	16%	0%	-4%
<b>2019</b>	\$31,554	\$27,312	\$34,113	\$33,287	\$31,757	\$32,884	\$34,503	\$34,893	\$35,447	\$28,910	\$32,289	\$29,840	\$386,788
<b>2020</b>	\$31,049	\$32,505	\$22,373	\$13,324	\$23,144	\$29,289	\$37,514	\$36,624	\$36,364	\$36,704	\$32,019	\$30,876	\$361,785
<b>\$ +/-</b>	(\$505)	\$5,193	(\$11,740)	(\$19,963)	(\$8,614)	(\$3,596)	\$3,011	\$1,732	\$917	\$7,794	(\$270)	\$1,036	(\$25,004)
<b>% +/-</b>	-2%	19%	-34%	-60%	-27%	-11%	9%	5%	3%	27%	-1%	3%	-6%
<b>2020</b>	\$31,049	\$32,505	\$22,373	\$13,324	\$23,144	\$29,289	\$37,514	\$36,624	\$36,364	\$36,704	\$32,019	\$30,876	\$361,785
<b>2021</b>	\$36,452	\$30,952	\$35,291	\$38,499	\$39,636	\$39,009	\$45,800	\$48,218	\$49,470	\$49,485	\$45,806	\$0	\$458,617
<b>\$ +/-</b>	\$5,403	(\$1,553)	\$12,918	\$25,174	\$16,492	\$9,720	\$8,286	\$11,594	\$13,106	\$12,781	\$13,787	\$0	\$127,708
<b>% +/-</b>	17%	-5%	58%	189%	71%	33%	22%	32%	36%	35%	43%	\$0	39%





# SUB SANDWICH

## #23069 - Eureka PROFORMA

Trailing 12 Months Ending 11/30/21		
SALES	\$ 489,493	
COGS:	\$ 118,947	24.3%
Labor:	\$ 129,716	26.5%
Workers Comp*:	\$ 2,594	2.0%
Payroll Taxes*:	\$ 19,457	15.0%
R&M:	\$ 6,363	1.3%
Non-Ingredient:	\$ 489	0.1%
Utilities:	\$ 15,475	3.2%
Rent:	\$ 21,588	4.4%
Nat'l Advertising:	\$ 23,251	4.8%
Royalty:	\$ 39,159	8.0%
Insurance:	\$ 3,150	0.6%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 7,342	1.5%
Professional Services:	\$ 1,500	0.3%
Outside Services:	\$ 1,600	0.3%
Music:	\$ 720	0.1%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 489	0.1%
Total Expenses:	\$ 392,637	80.2%
Managed Cash Flow:	\$ 96,856	19.8%

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

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## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$395,000	<b>#23479 - McKinleyville</b>
Total Annual Sales*:	\$542,068	<b>1565 City Center Rd.</b>
Inventory:	\$3,500	<b>McKinleyville, CA 95519</b>
Managed Cash Flow**:	\$102,337	

**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: \$2,289

Options: 2x5yr

Security Deposit: Approx. \$3000

Percentage Rent: N/A

CAM: \$256

Real Property Available: No

Expiration: 8/31/2026

Monthly Property Tax: Included

Increases: N/A

### Location Details:

Business Established: 9/29/2001

Building Type: Inline

Building Size: 935 SF

Owner Since: 9/2/2020

Seating: TBD

Employees: 7

Hours of Operation: 8a-10p

Licenses Needed: Business, Health

Equipment Value: Approx \$7,500

Inline location near the intersection of Pickett Rd and City Center Rd. Other tenant is a pharmacy. Located in front of the McKinleyville Shopping Center whose anchor is a Safeway grocery. Many small business, schools and churches in surrounding area. Residential properties surround unit. Nearby competitor includes Central Sandwich.

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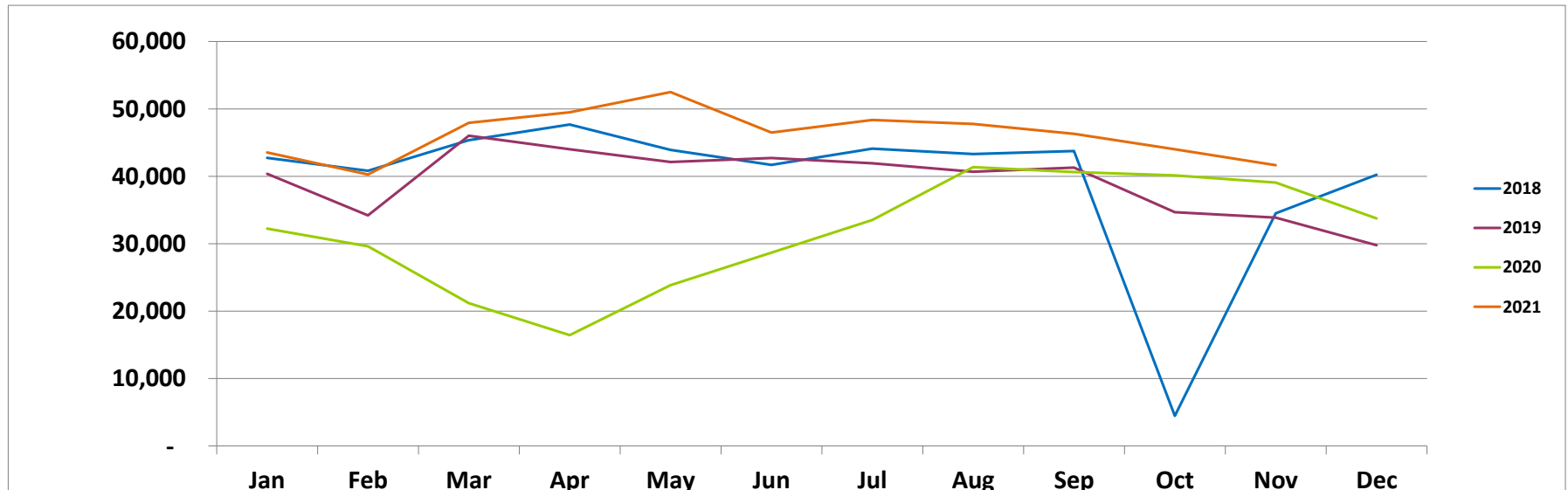


# SUB SANDWICH

## MONTHLY SALES

#23479 - McKinleyville

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$42,727	\$40,820	\$45,357	\$47,679	\$43,909	\$41,704	\$44,095	\$43,294	\$43,740	\$4,464	\$34,509	\$40,234	\$472,532
<b>2019</b>	\$40,371	\$34,196	\$46,022	\$44,010	\$42,129	\$42,707	\$41,925	\$40,685	\$41,293	\$34,662	\$33,870	\$29,773	\$471,644
<b>\$ +/-</b>	(\$2,356)	(\$6,624)	\$664	(\$3,669)	(\$1,780)	\$1,003	(\$2,170)	(\$2,608)	(\$2,447)	\$30,198	(\$639)	(\$10,460)	(\$888)
<b>% +/-</b>	-6%	-16%	1%	-8%	-4%	2%	-5%	-6%	-6%	676%	-2%	-26%	0%
<b>2019</b>	\$40,371	\$34,196	\$46,022	\$44,010	\$42,129	\$42,707	\$41,925	\$40,685	\$41,293	\$34,662	\$33,870	\$29,773	\$471,644
<b>2020</b>	\$32,240	\$29,626	\$21,177	\$16,436	\$23,848	\$28,663	\$33,507	\$41,358	\$40,629	\$40,123	\$39,073	\$33,763	\$380,442
<b>\$ +/-</b>	(\$8,131)	(\$4,570)	(\$24,844)	(\$27,574)	(\$18,281)	(\$14,044)	(\$8,419)	\$673	(\$664)	\$5,460	\$5,203	\$3,990	(\$91,202)
<b>% +/-</b>	-20%	-13%	-54%	-63%	-43%	-33%	-20%	2%	-2%	16%	15%	13%	-19%
<b>2020</b>	\$32,240	\$29,626	\$21,177	\$16,436	\$23,848	\$28,663	\$33,507	\$41,358	\$40,629	\$40,123	\$39,073	\$33,763	\$380,442
<b>2021</b>	\$43,533	\$40,264	\$47,930	\$49,483	\$52,492	\$46,496	\$48,364	\$47,775	\$46,299	\$44,011	\$41,657	\$0	\$508,304
<b>\$ +/-</b>	\$11,293	\$10,638	\$26,753	\$33,047	\$28,644	\$17,833	\$14,858	\$6,417	\$5,670	\$3,888	\$2,584	\$0	\$161,626
<b>% +/-</b>	35%	36%	126%	201%	120%	62%	44%	16%	14%	10%	7%	\$0	47%





**SUB**  
**SANDWICH**

**#23479 - McKinleyville**  
**PROFORMA**

<b>Trailing 12 Months Ending 11/30/21</b>		
SALES	\$ 542,068	
COGS:	\$ 131,722	24.3%
Labor:	\$ 143,648	26.5%
Workers Comp*:	\$ 2,873	2.0%
Payroll Taxes*:	\$ 21,547	15.0%
R&M:	\$ 7,047	1.3%
Non-Ingredient:	\$ 542	0.1%
Utilities:	\$ 16,230	3.0%
Rent:	\$ 27,469	5.1%
CAM:	\$ 3,066	0.6%
Nat'l Advertising:	\$ 25,748	4.8%
Royalty:	\$ 43,365	8.0%
Insurance:	\$ 3,150	0.6%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 8,131	1.5%
Professional Services:	\$ 1,500	0.3%
Outside Services:	\$ 1,600	0.3%
Security:	\$ 755	0.1%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 542	0.1%
<b>Total Expenses:</b>	<b>\$ 439,731</b>	<b>81.1%</b>
<b>Managed Cash Flow:</b>	<b>\$ 102,337</b>	<b>18.9%</b>

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

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## CONFIDENTIAL Executive Summary

**SUB**  
**SANDWICH**

Purchase Price:	\$185,000	<b>#27145 - Arcata</b>
Total Annual Sales*:	\$266,549	<b>5000 Valley West Blvd.</b>
Inventory:	\$3,500	<b>Arcata, CA 95521</b>
Managed Cash Flow**:	\$45,910	

**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: \$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.**

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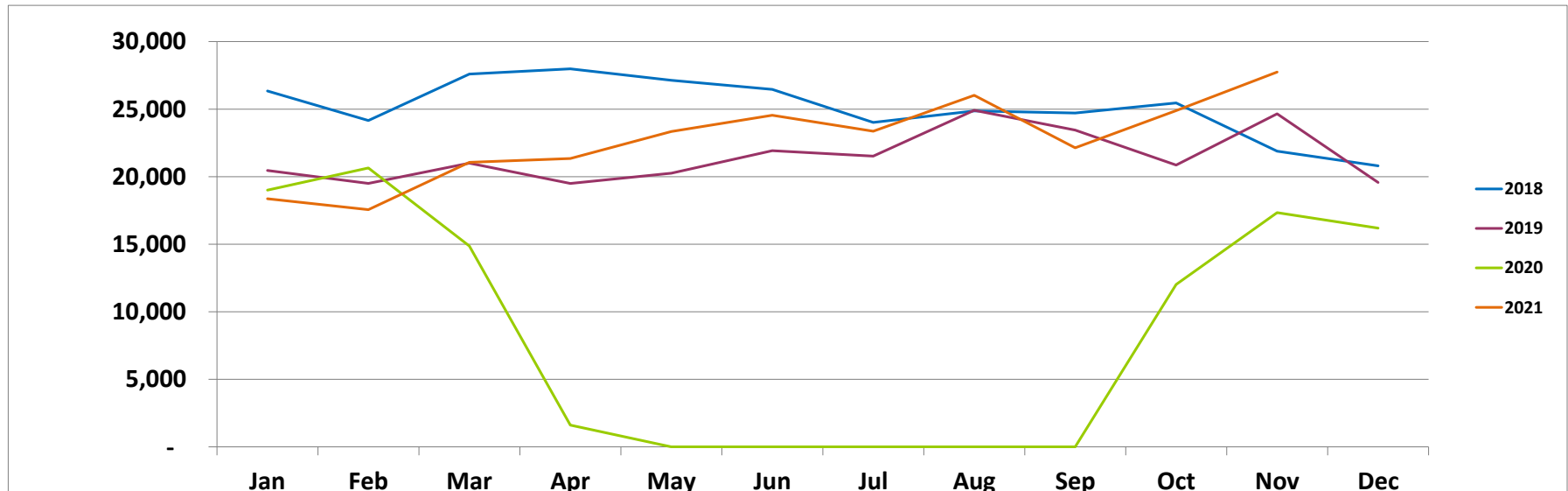


# SUB SANDWICH

## MONTHLY SALES

#27145 - Arcata

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$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
<b>2019</b>	\$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
<b>\$ +/-</b>	(\$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)
<b>% +/-</b>	-22%	-19%	-24%	-30%	-25%	-17%	-10%	0%	-5%	-18%	13%	-6%	-15%
<b>2019</b>	\$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
<b>2020</b>	\$19,003	\$20,644	\$14,871	\$1,607	\$0	\$0	\$0	\$0	\$0	\$12,024	\$17,340	\$16,186	\$101,675
<b>\$ +/-</b>	(\$1,448)	\$1,144	(\$6,134)	(\$17,889)						(\$8,839)	(\$7,311)	(\$3,379)	(\$43,856)
<b>% +/-</b>	-7%	6%	-29%	-92%						-42%	-30%	-17%	-30%
<b>2020</b>	\$19,003	\$20,644	\$14,871	\$1,607	\$0	\$0	\$0	\$0	\$0	\$12,024	\$17,340	\$16,186	\$101,675
<b>2021</b>	\$18,370	\$17,556	\$21,062	\$21,339	\$23,343	\$24,549	\$23,365	\$26,022	\$22,131	\$24,884	\$27,741	\$0	\$250,363
<b>\$ +/-</b>	(\$633)	(\$3,088)	\$6,191	\$19,731	\$23,343	\$24,549	\$23,365	\$26,022	\$22,131	\$12,861	\$10,401		\$164,874
<b>% +/-</b>	-3%	-15%	42%	1228%						107%	60%		193%





**SUB**  
**SANDWICH**

**#27145 - Arcata**  
**PROFORMA**

Trailing 12 Months Ending 11/30/21		
SALES	\$ 266,549	
COGS:	\$ 64,771	24.3%
Labor:	\$ 70,635	26.5%
Workers Comp*:	\$ 1,413	2.0%
Payroll Taxes*:	\$ 10,595	15.0%
R&M:	\$ 3,465	1.3%
Non-Ingredient:	\$ 267	0.1%
Utilities:	\$ 7,480	2.8%
Rent:	\$ 16,368	6.1%
Nat'l Advertising:	\$ 12,661	4.8%
Royalty:	\$ 21,324	8.0%
Insurance:	\$ 3,150	1.2%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 3,998	1.5%
Professional Services:	\$ 1,500	0.6%
Outside Services:	\$ 1,600	0.6%
Security:	\$ 350	0.1%
Permits & Licenses:	\$ 495	0.2%
Cash Over/Short:	\$ 267	0.1%
Total Expenses:	\$ 220,639	82.8%
Managed Cash Flow:	\$ 45,910	17.2%

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

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**CONFIDENTIAL Executive Summary**

**SUB**

**SANDWICH**

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

**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.

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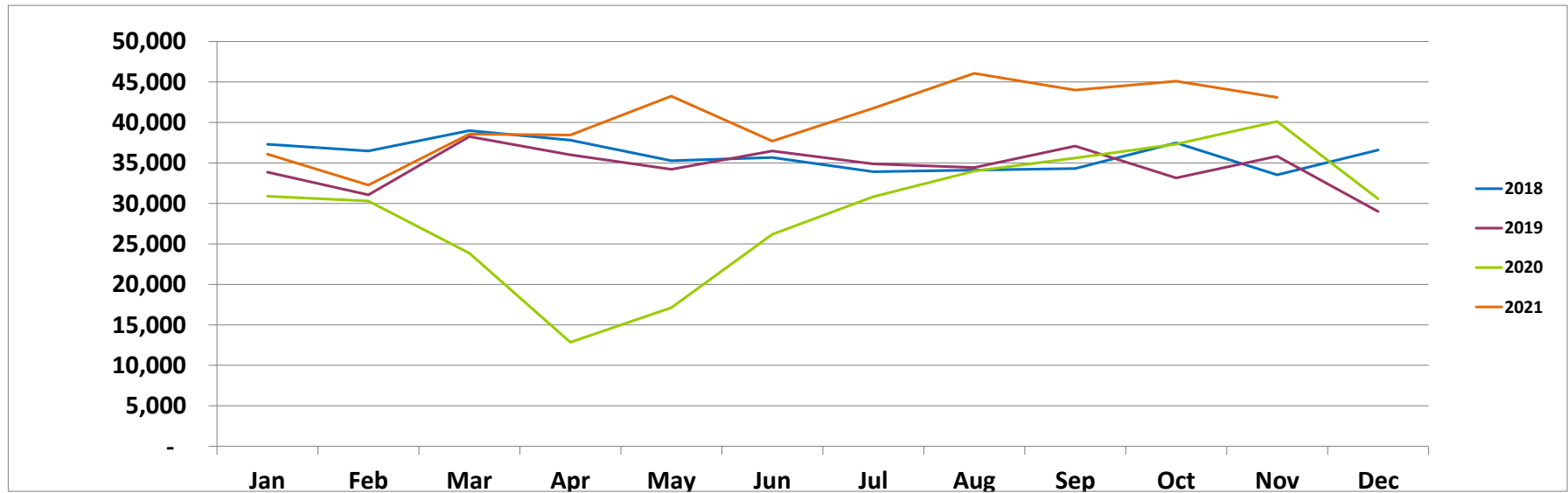


# SUB SANDWICH

## MONTHLY SALES

#32969 - Eureka

	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 - Eureka**  
**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.

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**CONFIDENTIAL Executive Summary**

**SUB**  
**SANDWICH**

Purchase Price:	\$285,000	<b>#35446 - Crescent City</b>
Total Annual Sales*:	\$407,688	<b>900 E. Washington Blvd.</b>
Inventory:	\$3,500	<b>Crescent City, CA 95531</b>
Managed Cash Flow**:	\$63,600	

**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: \$2,900	Options: 1x5yr	Security Deposit: Approx. \$3000
Percentage Rent: N/A	CAM: Included	Real Property Available: No
Expiration: 9/30/2022	Monthly Property Tax: Included	Increases: N/A

**Location Details:**

Business Established: 11/7/2012	Building Type: Inline	Building Size: 1,540 SF
Owner Since: 9/2/2020	Seating: TBD	Employees: 6
Hours of Operation: 8a-10p	Licenses Needed: Business, Health	Equipment Value: Approx \$7,500

Located inside a Walmart at the corner of Summer Ln and E Washington Blvd. The Sutter Coast Hospital and an Ace Hardware are next door. Located 0.2 miles from Hwy 101 on/off ramp.

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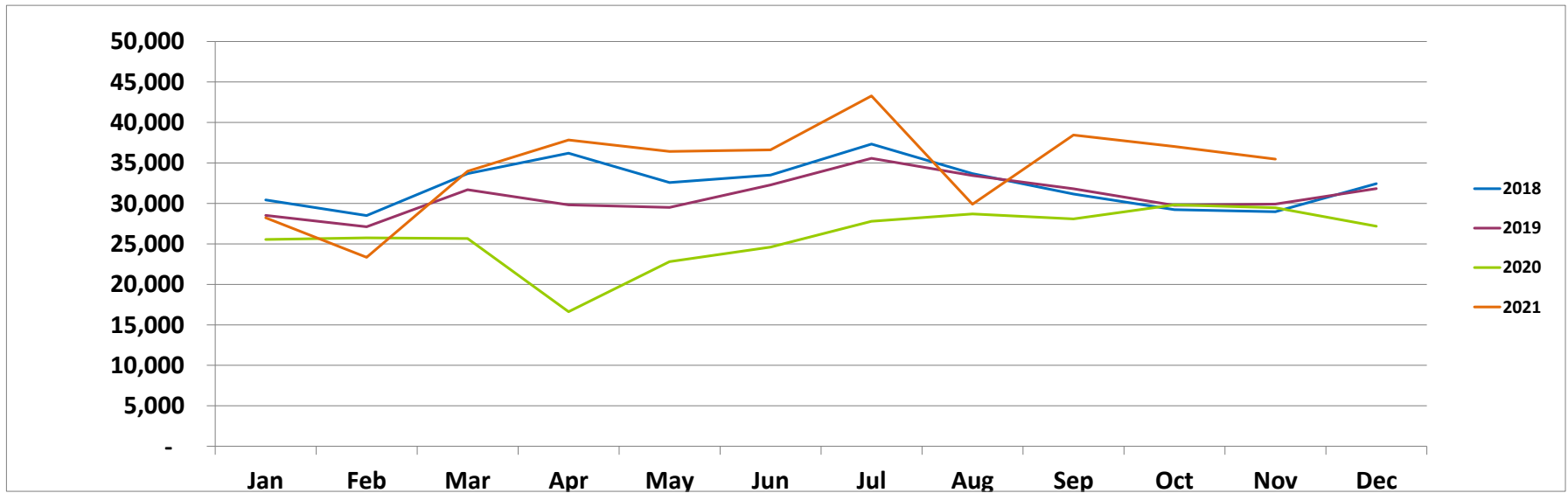


# SUB SANDWICH

## MONTHLY SALES

#35446 - Crescent City

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$30,433	\$28,500	\$33,688	\$36,193	\$32,572	\$33,506	\$37,333	\$33,675	\$31,157	\$29,237	\$28,976	\$32,435	\$387,705
<b>2019</b>	\$28,520	\$27,116	\$31,682	\$29,816	\$29,499	\$32,289	\$35,570	\$33,440	\$31,809	\$29,769	\$29,927	\$31,837	\$371,273
<b>\$ +/-</b>	(\$1,913)	(\$1,384)	(\$2,006)	(\$6,377)	(\$3,073)	(\$1,217)	(\$1,763)	(\$235)	\$651	\$531	\$951	(\$598)	(\$16,432)
<b>% +/-</b>	-6%	-5%	-6%	-18%	-9%	-4%	-5%	-1%	2%	2%	3%	-2%	-4%
<b>2019</b>	\$28,520	\$27,116	\$31,682	\$29,816	\$29,499	\$32,289	\$35,570	\$33,440	\$31,809	\$29,769	\$29,927	\$31,837	\$371,273
<b>2020</b>	\$25,544	\$25,744	\$25,664	\$16,624	\$22,807	\$24,604	\$27,798	\$28,697	\$28,084	\$29,822	\$29,460	\$27,174	\$312,022
<b>\$ +/-</b>	(\$2,976)	(\$1,372)	(\$6,018)	(\$13,191)	(\$6,692)	(\$7,684)	(\$7,772)	(\$4,743)	(\$3,724)	\$53	(\$467)	(\$4,663)	(\$59,251)
<b>% +/-</b>	-10%	-5%	-19%	-44%	-23%	-24%	-22%	-14%	-12%	0%	-2%	-15%	-16%
<b>2020</b>	\$25,544	\$25,744	\$25,664	\$16,624	\$22,807	\$24,604	\$27,798	\$28,697	\$28,084	\$29,822	\$29,460	\$27,174	\$312,022
<b>2021</b>	\$28,219	\$23,340	\$33,967	\$37,843	\$36,416	\$36,613	\$43,280	\$29,906	\$38,439	\$37,027	\$35,464	\$0	\$380,515
<b>\$ +/-</b>	\$2,675	(\$2,404)	\$8,304	\$21,219	\$13,609	\$12,009	\$15,482	\$1,209	\$10,354	\$7,205	\$6,004	\$0	\$95,666
<b>% +/-</b>	10%	-9%	32%	128%	60%	49%	56%	4%	37%	24%	20%	\$0	34%





**SUB**  
**SANDWICH**

**#35446 - Crescent City**  
**PROFORMA**

Trailing 12 Months Ending 11/30/21		
SALES	\$ 407,688	
COGS:	\$ 99,068	24.3%
Labor:	\$ 108,037	26.5%
Workers Comp*:	\$ 2,161	2.0%
Payroll Taxes*:	\$ 16,206	15.0%
R&M:	\$ 5,300	1.3%
Non-Ingredient:	\$ 408	0.1%
Utilities:	\$ 11,940	2.9%
Rent:	\$ 34,800	8.5%
Nat'l Advertising:	\$ 19,365	4.8%
Royalty:	\$ 32,615	8.0%
Insurance:	\$ 3,150	0.8%
Bank Charges:	\$ 300	0.1%
Credit Card Fees:	\$ 6,115	1.5%
Professional Services:	\$ 1,500	0.4%
Outside Services:	\$ 1,600	0.4%
Security:	\$ 620	0.2%
Permits & Licenses:	\$ 495	0.1%
Cash Over/Short:	\$ 408	0.1%
Total Expenses:	\$ 344,088	84.4%
Managed Cash Flow:	\$ 63,600	15.6%

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

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