



## CONFIDENTIAL Executive Summary



**Little Caesars/Chicken Shack**  
**34850 Warren Road**  
**Westland, MI 48185**

Purchase Price:	\$695,000
Total Annual Sales*:	\$1,670,919
Inventory:	\$30,000
Managed Cash Flow**:	\$180,025
Owner-Operated Cash Flow**:	\$245,305

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

\* T13 Periods Ending P8 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.

### Franchise Information:

Little Caesar's is one of the largest and fastest the growing pizza carry-out chains in the world with restaurants on five continents. Franchisor requires a minimum of 700 credit score, \$250,000 net worth or 70% of purchase price, whichever is higher with \$100,000 liquid cash or 20% of purchase price, whichever is higher. IRA and 401K not acceptable as liquid, only items that can be liquidated within 24 hours. Restaurant experience is preferred.

Chicken Shack first opened in 1956. Their time-tested recipes have been handed down through generations. Chicken Shack has its chicken delivered daily and cooked to order. Potatoes are hand-cut by highly-trained staff. And because kitchens are front and center, you can watch your food being cooked from start to finish. Everything at Chicken Shack is cooked with care—from their award-winning chicken to their tender, fall-off-the-bone baby back ribs. Chicken Shack promises to always serve the community food that's fresh, tasty, and convenient.

Franchise Agreement Expiration: 10/4/2024

Royalty: 6% LC, 4% Chicken Shack

Remodel Requirements: Completed in 2017

Transfer Fee: LC \$5,000; Chicken Shack TBD

Advertising: 4% LC, 1.5% Chicken Shack

Training Location: Michigan

Training Period: 8 weeks LC; 2 weeks Chicken Shack

### Lease Information:

Monthly Base Rent: \$4,538

Percentage Rent: N/A

Expiration: 9/30/2026

Options: 1x5yr

CAM: Included

Monthly Property Tax: \$1,000

Security Deposit: TBD

Real Property Available: No

Increases: 10% with option

### Location Details:

Business Established: 1986

Owner Since: 2013

Hours of Operation: Regular hours: 10:30a-11p. See below.

Building Type: Freestanding w/ drive thru

Seating: 55

Licenses Needed: Business, Health

Building Size: 2,200 SF

Employees: 21

Equipment Value: \$344,000

Current reduced hours 11:30a-9p M; W-Su, lobby closed, drive thru only.

Dual franchise under one roof. Located off busy, 4 lane Warren Road. High visibility from road with plenty of parking. Many big box stores nearby, including Kohls, JC Penney, Best Buy and Target. Multiple apartment complexes and single family homes in surrounding area. I-275 is approximately 3 miles away. A high school and 2 movie theaters are also nearby. Competitors in area include Popeyes, KFC and Gus's Famous Fried Chicken.

**Remember you have agreed to keep all FranBizNetwork listings confidential.**

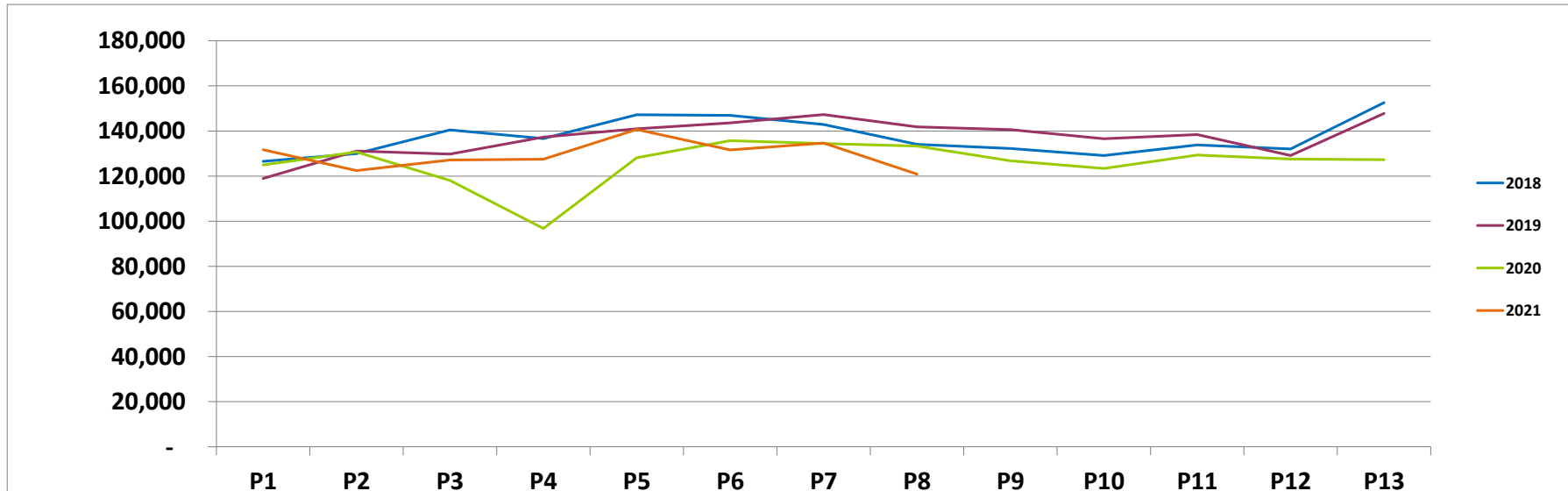
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you 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**



**Little Caesars/Chicken Shack**

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
<b>2018</b>	\$126,528	\$129,938	\$140,485	\$136,623	\$147,220	\$146,917	\$142,905	\$134,099	\$132,274	\$129,108	\$133,783	\$132,052	\$152,560	\$1,784,492
<b>2019</b>	\$118,952	\$131,134	\$129,777	\$137,288	\$140,936	\$143,604	\$147,259	\$141,841	\$140,596	\$136,546	\$138,407	\$129,131	\$147,777	\$1,783,248
<b>\$ +/-</b>	(\$7,576)	\$1,196	(\$10,708)	\$665	(\$6,284)	(\$3,313)	\$4,354	\$7,742	\$8,322	\$7,438	\$4,624	(\$2,921)	(\$4,783)	(\$1,244)
<b>% +/-</b>	-6%	1%	-8%	0%	-4%	-2%	3%	6%	6%	6%	3%	-2%	-3%	0%
<b>2019</b>	\$118,952	\$131,134	\$129,777	\$137,288	\$140,936	\$143,604	\$147,259	\$141,841	\$140,596	\$136,546	\$138,407	\$129,131	\$147,777	\$1,783,248
<b>2020</b>	\$124,927	\$130,671	\$118,029	\$96,794	\$128,126	\$135,698	\$134,438	\$133,308	\$126,779	\$123,366	\$129,350	\$127,590	\$127,302	\$1,636,378
<b>\$ +/-</b>	\$5,975	(\$463)	(\$11,748)	(\$40,494)	(\$12,810)	(\$7,906)	(\$12,821)	(\$8,533)	(\$13,817)	(\$13,180)	(\$9,057)	(\$1,541)	(\$20,475)	(\$146,870)
<b>% +/-</b>	5%	0%	-9%	-29%	-9%	-6%	-9%	-6%	-10%	-10%	-7%	-1%	-14%	-8%
<b>2020</b>	\$124,927	\$130,671	\$118,029	\$96,794	\$128,126	\$135,698	\$134,438	\$133,308	\$126,779	\$123,366	\$129,350	\$127,590	\$127,302	\$1,636,378
<b>2021</b>	\$131,666	\$122,475	\$127,138	\$127,500	\$140,664	\$131,600	\$134,621	\$120,868	\$0	\$0	\$0	\$0	\$0	\$1,036,532
<b>\$ +/-</b>	\$6,739	(\$8,196)	\$9,109	\$30,706	\$12,538	(\$4,098)	\$183	(\$12,440)						\$34,541
<b>% +/-</b>	5%	-6%	8%	32%	10%	-3%	0%	-9%						3%





**Little Caesars/Chicken Shack**

**PROFORMA - MANAGED**

**PROFORMA - OWNER OPERATED**

	T13 Periods Ending P8 2020	
SALES	\$ 1,670,919	
COGS:	\$ 586,660	35.1%
Crew Labor:	\$ 346,716	20.8%
GM:	\$ 60,000	3.6%
Other Store Level Mgmt:	\$ 40,000	2.4%
Workers Comp*:	\$ 893	0.2%
Payroll Taxes*:	\$ 38,418	8.6%
R&M:	\$ 38,431	2.3%
Non-Ingredient:	\$ 8,355	0.5%
Utilities:	\$ 61,771	3.7%
Rent:	\$ 54,450	3.3%
Property Tax:	\$ 12,000	0.7%
Personal Property Tax:	\$ 2,300	0.1%
Local Advertising:	\$ 8,355	0.5%
Nat'l Advertising:	\$ 41,773	2.5%
Royalty:	\$ 83,546	5.0%
Insurance:	\$ 5,000	0.3%
Bank Charges:	\$ 1,000	0.1%
Credit Card Fees:	\$ 25,064	1.5%
Professional Services:	\$ 4,500	0.3%
Outside Services:	\$ 2,300	0.1%
Laundry/Uniforms:	\$ 5,760	0.3%
Door Dash Fees Chicken Shack:	\$ 44,520	2.7%
Permits & Licenses:	\$ 1,000	0.1%
Cash Over/Short:	\$ 1,671	0.1%
Employee Benefits:	\$ 3,360	0.2%
Other G&A:	\$ 13,052	0.8%
Total Expenses:	\$ 1,490,894	89.2%
Managed Cash Flow:	\$ 180,025	10.8%

	T13 Periods Ending P8 2020	
SALES	\$ 1,670,919	
COGS:	\$ 586,660	35.1%
Crew Labor:	\$ 346,716	20.8%
Assume Owner is GM		
Other Store Level Mgmt:	\$ 40,000	2.39%
Workers Comp*:	\$ 773	0.2%
Payroll Taxes*:	\$ 33,258	8.6%
R&M:	\$ 38,431	2.3%
Non-Ingredient:	\$ 8,355	0.5%
Utilities:	\$ 61,771	3.7%
Rent:	\$ 54,450	3.3%
Property Tax:	\$ 12,000	0.7%
Personal Property Tax:	\$ 2,300	0.1%
Local Advertising:	\$ 8,355	0.5%
Nat'l Advertising:	\$ 41,773	2.5%
Royalty:	\$ 83,546	5.0%
Insurance:	\$ 5,000	0.3%
Bank Charges:	\$ 1,000	0.1%
Credit Card Fees:	\$ 25,064	1.5%
Professional Services:	\$ 4,500	0.3%
Outside Services:	\$ 2,300	0.1%
Laundry/Uniforms:	\$ 5,760	0.3%
Door Dash Fees Chicken Shack:	\$ 44,520	2.7%
Permits & Licenses:	\$ 1,000	0.1%
Cash Over/Short:	\$ 1,671	0.1%
Employee Benefits:	\$ 3,360	0.2%
Other G&A:	\$ 13,052	0.8%
Total Expenses:	\$ 1,425,614	85.3%
Owner-Operated Cash Flow:	\$ 245,305	14.7%

\*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.