



Moe's Southwest Grill - Statesboro, Georgia

\$99,000



Store	Trailing 12 months Ending 12/31/23	Owner-Operated Cash Flow
Moe's Southwest Grill	\$797,222	\$26,982

Listed in Association with Scott Reid of ParaSell, Inc. | Georgia Lic ##77666



CONFIDENTIAL Executive Summary



Moe's Southwest Grill
608 Brannen St.
Statesboro, GA 30458

Purchase Price: \$99,000
 Total Annual Sales*: \$797,222
 Inventory: \$5,000
 Owner-Operated Cash Flow**: \$26,982

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

* Trailing 12 months Ending 12/31/23

** 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:

Focus Brands is the indirect parent company of Moe's Southwest Grill and other iconic foodservice brands (Schlotzsky's, Carvel, Cinnabon, McAlister's Deli, Auntie Anne's and Jamba). Moe's has more than 700 restaurants in 40 states. Patrons at Moe's are able to create their own unique southwestern flavor with more than 20 fresh ingredients available. Franchisor prefers at least \$100,000 in liquidity and a net worth of \$1,000,000.

Franchise Agreement Expiration: currently month to month	Transfer Fee: \$3,000	Training Location: Atlanta, GA
Royalty: 5%	Advertising: 2.5%	Training Period: TBD
Remodel Requirements: Some reimaging required within the next two years, beginning with interior paint, art, lighting, approx \$3K.		

Lease Information:

Monthly Base Rent: \$5,652	Options: 1x3yr	Security Deposit: N/A
Percentage Rent: 5%	CAM: \$240	Real Property Available: No
Expiration: Currently month to month	Monthly Property Tax: Included	Increases: TBD

Location Details:

Business Established: 2003	Building Type: Inline; Endcap	Building Size: 2,700 SF
Owner Since: 2010	Seating: 86	Employees: 20
Hours of Operation: 11a-9p	Licenses Needed: Business, Health	Equipment Value: \$80,000

Inline, endcap location shared with Southern Pharmacy near the intersection of Gentilly Rd and Brannen St. Many big box stores nearby including a Walmart Supercenter, AMC movie theater and Lowe's Home Improvement. Georgia Southern University is a mile away as is I-80/Veterans Memorial Parkway (Bypass 301). A YMCA is located across the street and the surrounding area boasts many hotels, small businesses, schools and single family homes. Nearby competitors include Taco Bell and El Sombrero.

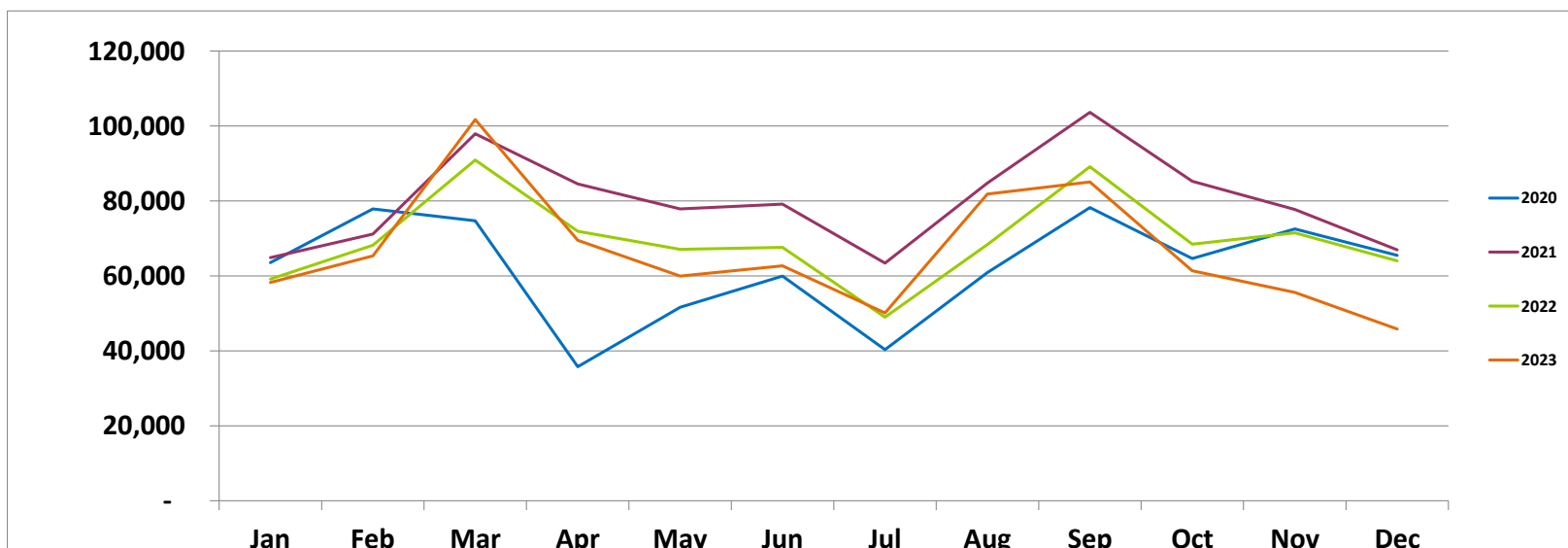
Remember you have agreed to keep all FranBizNetwork listings confidential.

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

Moe's Southwest Grill

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
2020	\$63,544	\$77,863	\$74,721	\$35,765	\$51,624	\$59,935	\$40,298	\$60,874	\$78,233	\$64,639	\$72,535	\$65,486	\$745,517
2021	\$64,855	\$71,153	\$97,914	\$84,558	\$77,892	\$79,165	\$63,415	\$84,779	\$103,657	\$85,267	\$77,756	\$66,968	\$957,379
\$ +/-	\$1,311	(\$6,710)	\$23,193	\$48,793	\$26,268	\$19,230	\$23,117	\$23,905	\$25,424	\$20,628	\$5,221	\$1,482	\$211,862
% +/-	2%	-9%	31%	136%	51%	32%	57%	39%	32%	32%	7%	2%	28%
2021													
2021	\$64,855	\$71,153	\$97,914	\$84,558	\$77,892	\$79,165	\$63,415	\$84,779	\$103,657	\$85,267	\$77,756	\$66,968	\$957,379
2022	\$59,166	\$68,186	\$90,916	\$71,938	\$67,105	\$67,592	\$48,988	\$68,347	\$89,134	\$68,478	\$71,471	\$63,997	\$835,318
\$ +/-	(\$5,689)	(\$2,967)	(\$6,998)	(\$12,620)	(\$10,787)	(\$11,573)	(\$14,427)	(\$16,432)	(\$14,523)	(\$16,789)	(\$6,285)	(\$2,971)	(\$122,061)
% +/-	-9%	-4%	-7%	-15%	-14%	-15%	-23%	-19%	-14%	-20%	-8%	-4%	-13%
2022													
2022	\$59,166	\$68,186	\$90,916	\$71,938	\$67,105	\$67,592	\$48,988	\$68,347	\$89,134	\$68,478	\$71,471	\$63,997	\$835,318
2023	\$58,253	\$65,340	\$101,716	\$69,493	\$59,964	\$62,675	\$50,101	\$81,840	\$85,053	\$61,380	\$55,580	\$45,827	\$797,222
\$ +/-	(\$913)	(\$2,846)	\$10,800	(\$2,445)	(\$7,141)	(\$4,917)	\$1,113	\$13,493	(\$4,081)	(\$7,098)	(\$15,891)	(\$18,170)	(\$38,096)
% +/-	-2%	-4%	12%	-3%	-11%	-7%	2%	20%	-5%	-10%	-22%	-28%	-5%





**Moe's Southwest Grill
PROFORMA - OWNER OPERATED**

Trailing 12 months Ending 12/31/23		
SALES	\$ 797,222	
COGS:	\$ 321,280	40.3%
Crew Labor:	\$ 187,347	23.5%
Assume Owner is GM		
Workers Comp*:	\$ 3,747	2.0%
Payroll Taxes*:	\$ 14,519	7.8%
R&M:	\$ 8,769	1.1%
Non-Ingredient:	\$ 2,790	0.4%
Utilities:	\$ 35,920	4.5%
Rent:	\$ 67,824	8.5%
CAM:	\$ 2,880	0.4%
Personal Property Tax:	\$ 600	0.1%
Nat'l Advertising:	\$ 19,931	2.5%
Royalty:	\$ 39,861	5.0%
Insurance:	\$ 1,260	0.2%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 15,147	1.9%
Professional Services:	\$ 10,000	1.3%
Outside Services:	\$ 14,925	1.9%
Laundry/Uniforms:	\$ 1,265	0.2%
Security:	\$ 550	0.1%
Permits & Licenses:	\$ -	0.0%
Cash Over/Short:	\$ 797	0.1%
Other G&A:	\$ 14,530	1.8%
Total Expenses:	\$ 770,240	96.6%
Owner-Operated Cash Flow:	\$ 26,982	3.4%

*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