



Moe's Southwest Grill - Statesboro, Georgia

\$270,000



Store	T13 Periods Ending P10 2021	Managed Cash Flow	Owner-Operated Cash Flow
Moe's Southwest Grill	\$1,039,058	\$112,538	\$157,118



CONFIDENTIAL Executive Summary



Purchase Price:	\$270,000
Total Annual Sales*:	\$1,039,058
Inventory:	\$5,000
Managed Cash Flow**:	\$112,538
Owner-Operated Cash Flow**:	\$157,118

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

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

* T13 Periods Ending P10 2021

** 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: 7/31/2022

Transfer Fee: \$3,000

Training Location: Atlanta, GA

Royalty: 5%

Advertising: 2.5%

Training Period: TBD

Remodel Requirements: Required at renewal, approx \$150K, negotiable.

Lease Information:

Monthly Base Rent: \$5,652

Options: 1x3yr

Security Deposit: N/A

Percentage Rent: 5%

CAM: \$240

Real Property Available: No

Expiration: 7/31/2022

Monthly Property Tax: Included

Increases: 2.5% with next option

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.

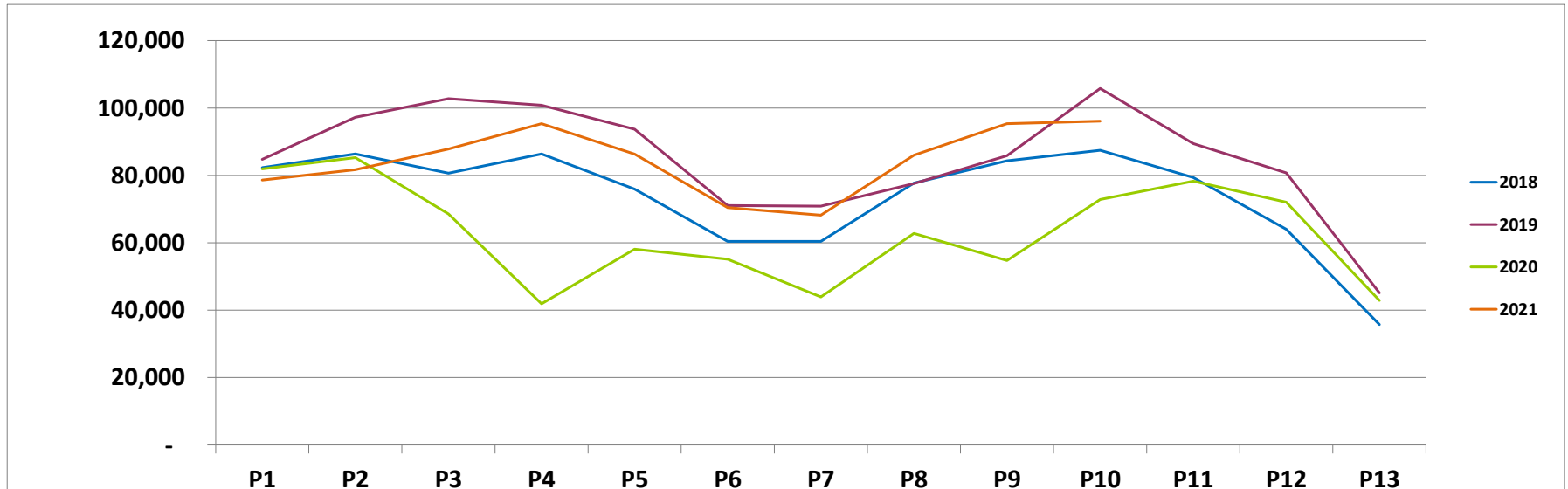
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

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

MONTHLY SALES

Moe's Southwest Grill

	P1	P2	P3	P4	P5	P6	P7	P8	P9	P10	P11	P12	P13	TOTAL
2018	\$82,318	\$86,351	\$80,649	\$86,353	\$75,897	\$60,421	\$60,430	\$77,724	\$84,327	\$87,445	\$79,390	\$63,985	\$35,740	\$961,031
2019	\$84,748	\$97,224	\$102,743	\$100,847	\$93,668	\$71,040	\$70,844	\$77,554	\$85,836	\$105,792	\$89,436	\$80,730	\$45,138	\$1,105,600
\$ +/-	\$2,430	\$10,873	\$22,094	\$14,494	\$17,771	\$10,619	\$10,414	(\$170)	\$1,509	\$18,347	\$10,046	\$16,745	\$9,398	\$144,569
% +/-	3%	13%	27%	17%	23%	18%	17%	0%	2%	21%	13%	26%	26%	15%
2019	\$84,748	\$97,224	\$102,743	\$100,847	\$93,668	\$71,040	\$70,844	\$77,554	\$85,836	\$105,792	\$89,436	\$80,730	\$45,138	\$1,105,600
2020	\$81,929	\$85,267	\$68,535	\$41,891	\$58,077	\$55,114	\$43,916	\$62,762	\$54,732	\$72,822	\$78,271	\$72,065	\$42,872	\$818,253
\$ +/-	(\$2,819)	(\$11,957)	(\$34,208)	(\$58,956)	(\$35,591)	(\$15,926)	(\$26,928)	(\$14,792)	(\$31,104)	(\$32,970)	(\$11,165)	(\$8,665)	(\$2,266)	(\$287,347)
% +/-	-3%	-12%	-33%	-58%	-38%	-22%	-38%	-19%	-36%	-31%	-12%	-11%	-5%	-26%
2020	\$81,929	\$85,267	\$68,535	\$41,891	\$58,077	\$55,114	\$43,916	\$62,762	\$54,732	\$72,822	\$78,271	\$72,065	\$42,872	\$818,253
2021	\$78,595	\$81,706	\$87,825	\$95,343	\$86,329	\$70,416	\$68,185	\$86,009	\$95,350	\$96,092	\$0	\$0	\$0	\$845,850
\$ +/-	(\$3,334)	(\$3,561)	\$19,290	\$53,452	\$28,252	\$15,302	\$24,269	\$23,247	\$40,618	\$23,270				\$220,805
% +/-	-4%	-4%	28%	128%	49%	28%	55%	37%	74%	32%				35%





Moe's Southwest Grill

PROFORMA - MANAGED

PROFORMA - OWNER OPERATED

	T13 Periods Ending P10 2021	
SALES	\$ 1,039,058	
COGS:	\$ 346,006	33.3%
Crew Labor:	\$ 202,616	19.5%
GM:	\$ 40,000	3.8%
Workers Comp*:	\$ 2,426	1.0%
Payroll Taxes*:	\$ 25,353	10.5%
R&M:	\$ 16,105	1.6%
Non-Ingredient:	\$ 18,703	1.8%
Utilities:	\$ 38,105	3.7%
Rent:	\$ 67,824	6.5%
CAM:	\$ 2,880	0.3%
Personal Property Tax:	\$ 600	0.1%
Local Advertising:	\$ 10,391	1.0%
Nat'l Advertising:	\$ 25,976	2.5%
Royalty:	\$ 51,953	5.0%
Insurance:	\$ 2,600	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 20,781	2.0%
Professional Services:	\$ 4,500	0.4%
Outside Services:	\$ 23,725	2.3%
Laundry/Uniforms:	\$ 1,200	0.1%
Security:	\$ 910	0.1%
Permits & Licenses:	\$ 410	0.0%
Cash Over/Short:	\$ 1,039	0.1%
Other G&A:	\$ 19,670	1.9%
Total Expenses:	\$ 928,020	89.3%
Other Income:	\$ 1,500	0.1%
Managed Cash Flow:	\$ 112,538	10.8%

	T13 Periods Ending P10 2021	
SALES	\$ 1,039,058	
COGS:	\$ 346,006	33.3%
Crew Labor:	\$ 202,616	19.5%
Assume Owner is GM		
Workers Comp*:	\$ 2,026	1.0%
Payroll Taxes*:	\$ 21,173	10.5%
R&M:	\$ 16,105	1.6%
Non-Ingredient:	\$ 18,703	1.8%
Utilities:	\$ 38,105	3.7%
Rent:	\$ 67,824	6.5%
CAM:	\$ 2,880	0.3%
Personal Property Tax:	\$ 600	0.1%
Local Advertising:	\$ 10,391	1.0%
Nat'l Advertising:	\$ 25,976	2.5%
Royalty:	\$ 51,953	5.0%
Insurance:	\$ 2,600	0.3%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 20,781	2.0%
Professional Services:	\$ 4,500	0.4%
Outside Services:	\$ 23,725	2.3%
Laundry/Uniforms:	\$ 1,200	0.1%
Security:	\$ 910	0.1%
Permits & Licenses:	\$ 410	0.0%
Cash Over/Short:	\$ 1,039	0.1%
Other G&A:	\$ 19,670	1.9%
Total Expenses:	\$ 883,440	85.0%
Other Income:	\$ 1,500	0.1%
Owner-Operated Cash Flow:	\$ 157,118	15.1%

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

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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.