

Store	Extrapolated YE 2021	Managed Cash Flow	Owner-Operated Cash Flow
3100 Buchanan Rd	\$414,336	\$95,900	\$124,155
<b>TOTAL</b>	<b>\$414,336</b>	<b>\$95,900</b>	<b>\$124,155</b>



## CONFIDENTIAL Executive Summary



Purchase Price:	\$300,000	<b>Subway #3019</b>
Total Annual Sales*:	\$414,336	<b>3100 Buchanan Rd</b>
Inventory:	\$3,000	<b>Ste C, Antioch CA 94509</b>
Managed Cash Flow**:	\$95,900	
Owner-Operated Cash Flow**:	\$124,155	

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

\* Extrapolated YE 2021

\*\* Cash Flow is a net income projection based on extrapolated YE 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 sub 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: 6/26/2036

Transfer Fee: \$5,000

Training Location: Virtual

Royalty: 8.0%

Advertising: 4.5%

Training Period: 3 weeks

Remodel Requirements: June 2024

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### Lease Information:

Monthly Base Rent: \$2,725

Options: 2 x 5

Security Deposit: \$0

Percentage Rent: 0.00%

CAM: \$841

Real Property Available: no

Expiration: Oct. 31, 2026

Monthly Property Tax: Included

Increases: 0.03

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### Location Details:

Business Established: Dec 1987

Building Type: end cap

Building Size: 1211 sq. ft

Owner Since: June 1996

Seating: 12

Employees: 4

Hours of Operation: 8AM-10PM

Licenses Needed: health, business

Equipment Value: \$65,000

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End cap on Buchanan off Somersville Rd. High visibility from street, lots of parking. Grocery Outlet is anchor tenant. Two Elementary schools nearby. Many residential properties, mobile home park across street. 600+ new homes coming less than 1/4 mile away. Nearby competitors include Dominos, Al's Burgers, Japanese restaurant.

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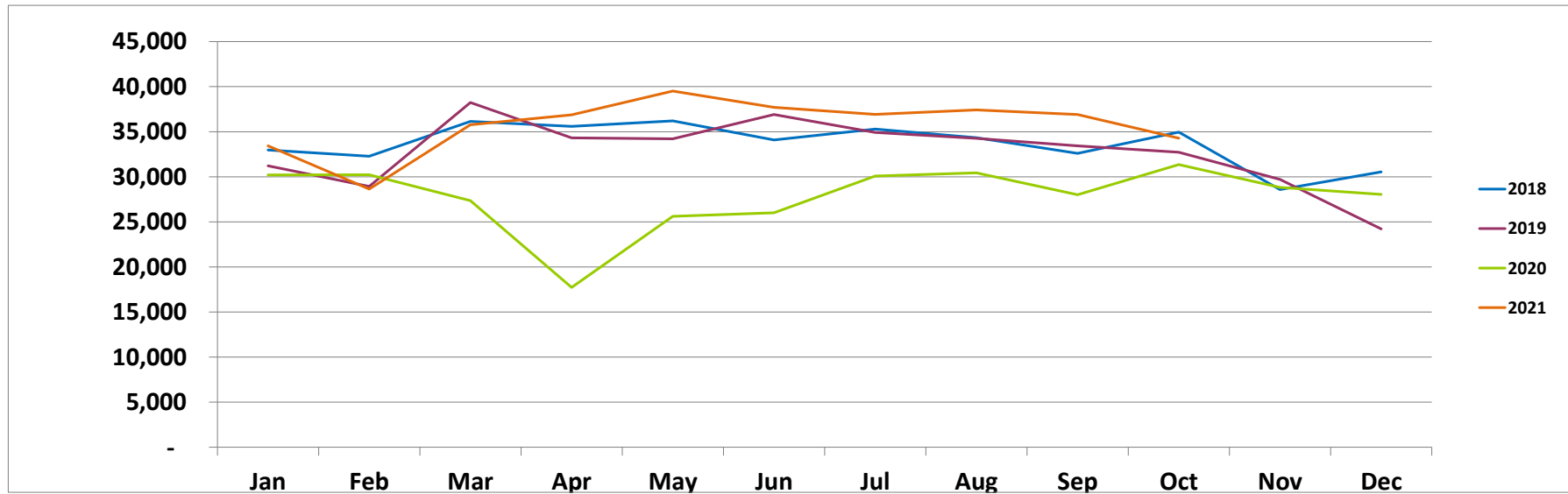
**Remember you have agreed to keep all FranBizNetwork listings confidential.**

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**

Subway #3019

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$32,966	\$32,279	\$36,146	\$35,601	\$36,203	\$34,084	\$35,286	\$34,343	\$32,605	\$34,950	\$28,581	\$30,539	\$403,583
<b>2019</b>	\$31,217	\$28,937	\$38,240	\$34,320	\$34,219	\$36,904	\$34,919	\$34,272	\$33,424	\$32,722	\$29,717	\$24,215	\$393,106
<b>\$ +/-</b>	(\$1,749)	(\$3,342)	\$2,094	(\$1,281)	(\$1,984)	\$2,820	(\$367)	(\$71)	\$819	(\$2,228)	\$1,136	(\$6,324)	(\$10,477)
<b>% +/-</b>	-5%	-10%	6%	-4%	-5%	8%	-1%	0%	3%	-6%	4%	-21%	-3%
<b>2019</b>	\$31,217	\$28,937	\$38,240	\$34,320	\$34,219	\$36,904	\$34,919	\$34,272	\$33,424	\$32,722	\$29,717	\$24,215	\$393,106
<b>2020</b>	\$30,211	\$30,227	\$27,359	\$17,725	\$25,614	\$25,997	\$30,078	\$30,442	\$28,011	\$31,354	\$28,825	\$28,041	\$333,884
<b>\$ +/-</b>	(\$1,006)	\$1,290	(\$10,881)	(\$16,595)	(\$8,605)	(\$10,907)	(\$4,841)	(\$3,830)	(\$5,413)	(\$1,368)	(\$892)	\$3,826	(\$59,222)
<b>% +/-</b>	-3%	4%	-28%	-48%	-25%	-30%	-14%	-11%	-16%	-4%	-3%	16%	-15%
<b>2020</b>	\$30,211	\$30,227	\$27,359	\$17,725	\$25,614	\$25,997	\$30,078	\$30,442	\$28,011	\$31,354	\$28,825	\$28,041	\$333,884
<b>2021</b>	\$33,426	\$28,639	\$35,774	\$36,870	\$39,511	\$37,710	\$36,925	\$37,417	\$36,908	\$34,290	\$0	\$0	\$357,470
<b>\$ +/-</b>	\$3,215	(\$1,588)	\$8,415	\$19,145	\$13,897	\$11,713	\$6,847	\$6,975	\$8,897	\$2,936			\$80,452
<b>% +/-</b>	11%	-5%	31%	108%	54%	45%	23%	23%	32%	9%			29%





**Subway #3019**

**PROFORMA - MANAGED**

Extrapolated YE 2021		
SALES	\$ 414,336	
COGS:	\$ 103,998	25.1%
Crew Labor:	\$ 48,436	11.7%
GM:	\$ 25,000	6.0%
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 2,093	2.9%
Payroll Taxes*:	\$ 7,468	10.2%
R&M:	\$ 2,900	0.7%
Non-Ingredient:	\$ 663	0.2%
Utilities:	\$ 12,211	2.9%
Rent:	\$ 32,700	7.9%
CAM:	\$ 10,092	2.4%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 18,645	4.5%
Royalty:	\$ 33,147	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 3,866	0.9%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 7,997	1.9%
Professional Services:	\$ 4,500	1.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ 248	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 2,684	0.6%
Cash Over/Short:	\$ 414	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 773	0.2%
Total Expenses:	\$ 318,436	76.9%
Other Income:	\$ -	0.0%
Managed Cash Flow:	\$ 95,900	23.1%

**PROFORMA - OWNER OPERATED**

Extrapolated YE 2021		
SALES	\$ 414,336	
COGS:	\$ 103,998	25.1%
Crew Labor:	\$ 48,436	11.7%
Assume Owner is GM		
Other Store Level Mgmt:	\$ -	0.00%
Workers Comp*:	\$ 1,380	2.9%
Payroll Taxes*:	\$ 4,926	10.2%
R&M:	\$ 2,900	0.7%
Non-Ingredient:	\$ 663	0.2%
Utilities:	\$ 12,211	2.9%
Rent:	\$ 32,700	7.9%
CAM:	\$ 10,092	2.4%
Property Tax:	\$ -	0.0%
Personal Property Tax:	\$ -	0.0%
Local Advertising:	\$ -	0.0%
Nat'l Advertising:	\$ 18,645	4.5%
Royalty:	\$ 33,147	8.0%
Equipment Lease:	\$ -	0.0%
Insurance:	\$ 3,866	0.9%
Bank Charges:	\$ 600	0.1%
Credit Card Fees:	\$ 7,997	1.9%
Professional Services:	\$ 4,500	1.1%
Outside Services:	\$ -	0.0%
Laundry/Uniforms:	\$ -	0.0%
Pest Control:	\$ -	0.0%
Security:	\$ 248	0.1%
Music:	\$ -	0.0%
Permits & Licenses:	\$ 2,684	0.6%
Cash Over/Short:	\$ 414	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ 773	0.2%
Total Expenses:	\$ 290,181	70.0%
Other Income:	\$ -	0.0%
Owner-Operated Cash Flow:	\$ 124,155	30.0%

\*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.