



**Checkers/Rally's  
New York  
\$275,000**



Store	YE 2021 Sales	YE 2021 Managed Cash Flow	YE 2021 Owner-Operated Cash Flow
New York	\$663,285	\$97,176	\$148,436



## CONFIDENTIAL Executive Summary

Purchase Price:	\$275,000
Total Annual Sales*:	\$663,285
Inventory:	\$20,000
Managed Cash Flow**:	\$97,176
Owner-Operated Cash Flow**:	\$148,436

Checkers  
NY



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

\* YE 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:

Headquartered in Tampa, FL, Checkers was founded in 1986 and now boasts over 577 units nationwide. Checkers acquired Rally's in 1999. The two chains combine to make one of the fastest growing restaurants in the industry with more than 800 locations across the country. Known for their bold flavored and seared burgers, indulgent milkshakes, and Famous Seasoned Fries. Restaurant experience preferred but not required. Operating partner and one other person must attend 5 weeks of training- 4 weeks in the restaurant and 1 week in Tampa.

Franchise Agreement Expiration: 2027

Royalty: 6.0%

Remodel Requirements: Currently up to date

Transfer Fee: \$5,000

Advertising: Included in Royalty

Training Location: Tampa, FL and in unit

Training Period: 5 weeks

### Lease Information:

Monthly Base Rent: \$4,583

Percentage Rent: N/A

Expiration: 2026

Options: 2x5yr

CAM: Approx \$1,216

Monthly Property Tax: Approx \$1,000

Security Deposit: None

Real Property Available: No

Increases: 10% with next option

### Location Details:

Business Established: 2017

Owner Since: 2017

Hours of Operation: 10a-12a

Building Type: Freestanding with drive thru

Seating: 45

Licenses Needed: Business, Health

Building Size: 5,000 SF

Employees: 12

Equipment Value: \$200,000

Single drive thru located at a busy intersection. Indoor seating available. Nearby businesses include Dollar General, Auto Zone, 84 Lumber Company, an electric supply store and dance studio. Many small businesses and residential properties in the surrounding area. There is an airport approximately 3 miles away and a number of hotels. The closest interstate is only 3.5 miles away. Nearby competitors include Burger King, McDonald's and Wendy's.

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

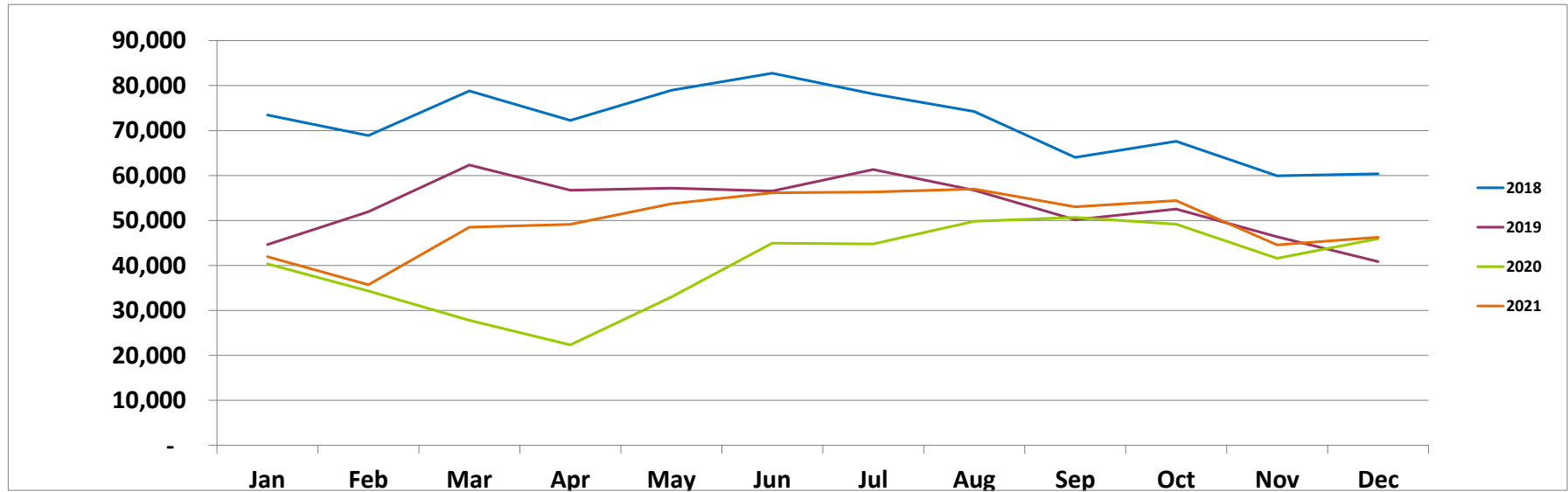
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

**Checkers**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2018</b>	\$73,462	\$68,881	\$78,819	\$72,251	\$78,943	\$82,750	\$78,155	\$74,227	\$64,013	\$67,610	\$59,938	\$60,380	\$859,429
<b>2019</b>	\$44,653	\$51,925	\$62,342	\$56,719	\$57,189	\$56,552	\$61,339	\$56,731	\$50,177	\$52,559	\$46,358	\$40,858	\$637,402
<b>\$ +/-</b>	(\$28,809)	(\$16,956)	(\$16,477)	(\$15,532)	(\$21,754)	(\$26,198)	(\$16,816)	(\$17,496)	(\$13,836)	(\$15,051)	(\$13,580)	(\$19,522)	(\$222,027)
<b>% +/-</b>	-39%	-25%	-21%	-21%	-28%	-32%	-22%	-24%	-22%	-22%	-23%	-32%	-26%
<b>2019</b>	\$44,653	\$51,925	\$62,342	\$56,719	\$57,189	\$56,552	\$61,339	\$56,731	\$50,177	\$52,559	\$46,358	\$40,858	\$637,402
<b>2020</b>	\$40,337	\$34,314	\$27,806	\$22,331	\$32,989	\$44,949	\$44,786	\$49,801	\$50,673	\$49,190	\$41,591	\$45,932	\$484,699
<b>\$ +/-</b>	(\$4,316)	(\$17,611)	(\$34,536)	(\$34,388)	(\$24,200)	(\$11,603)	(\$16,553)	(\$6,930)	\$496	(\$3,369)	(\$4,767)	\$5,074	(\$152,703)
<b>% +/-</b>	-10%	-34%	-55%	-61%	-42%	-21%	-27%	-12%	1%	-6%	-10%	12%	-24%
<b>2020</b>	\$40,337	\$34,314	\$27,806	\$22,331	\$32,989	\$44,949	\$44,786	\$49,801	\$50,673	\$49,190	\$41,591	\$45,932	\$484,699
<b>2021</b>	\$41,956	\$35,714	\$48,519	\$49,127	\$53,699	\$56,145	\$56,344	\$56,996	\$53,044	\$54,415	\$44,576	\$46,259	\$596,794
<b>\$ +/-</b>	\$1,619	\$1,400	\$20,713	\$26,796	\$20,710	\$11,196	\$11,558	\$7,195	\$2,371	\$5,225	\$2,985	\$327	\$112,095
<b>% +/-</b>	4%	4%	74%	120%	63%	25%	26%	14%	5%	11%	7%	1%	23%

These figures do not include online sales.





### Checkers

#### PROFORMA - MANAGED

#### PROFORMA - OWNER OPERATED

YE 2021		
SALES	\$	663,285
COGS:	\$	183,067 27.6%
Crew Labor:	\$	139,290 21.0%
GM:	\$	44,000 6.6%
Payroll Taxes*:	\$	30,243 16.5%
R&M:	\$	5,970 0.9%
Utilities:	\$	11,525 1.7%
Rent:	\$	55,000 8.3%
CAM:	\$	14,592 2.2%
Property Tax:	\$	12,000 1.8%
Local Advertising:	\$	663 0.1%
Royalty:	\$	39,797 6.0%
Insurance:	\$	11,825 1.8%
Bank Charges:	\$	600 0.1%
Credit Card Fees:	\$	9,949 1.5%
Professional Services:	\$	4,500 0.7%
Cash Over/Short:	\$	663 0.1%
Other G&A:	\$	2,425 0.4%
Total Expenses:	\$	566,109 85.3%
Managed Cash Flow:	\$	97,176 14.7%

YE 2021		
SALES	\$	663,285
COGS:	\$	183,067 27.6%
Crew Labor:	\$	139,290 21.0%
Assume Owner is GM		
Payroll Taxes*:	\$	22,983 16.5%
R&M:	\$	5,970 0.9%
Utilities:	\$	11,525 1.7%
Rent:	\$	55,000 8.3%
CAM:	\$	14,592 2.2%
Property Tax:	\$	12,000 1.8%
Local Advertising:	\$	663 0.1%
Royalty:	\$	39,797 6.0%
Insurance:	\$	11,825 1.8%
Bank Charges:	\$	600 0.1%
Credit Card Fees:	\$	9,949 1.5%
Professional Services:	\$	4,500 0.7%
Cash Over/Short:	\$	663 0.1%
Other G&A:	\$	2,425 0.4%
Total Expenses:	\$	514,849 77.6%
Owner-Operated Cash Flow:	\$	148,436 22.4%

\*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.