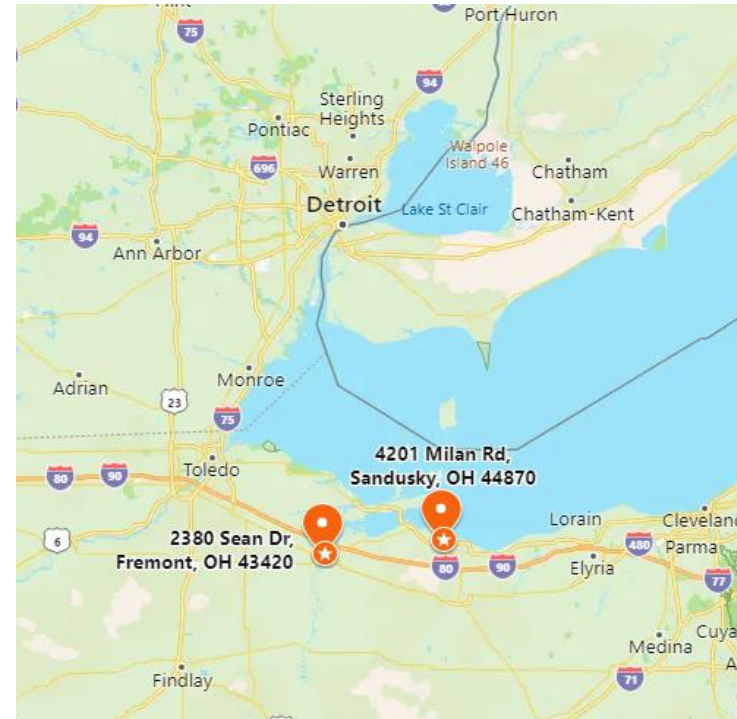
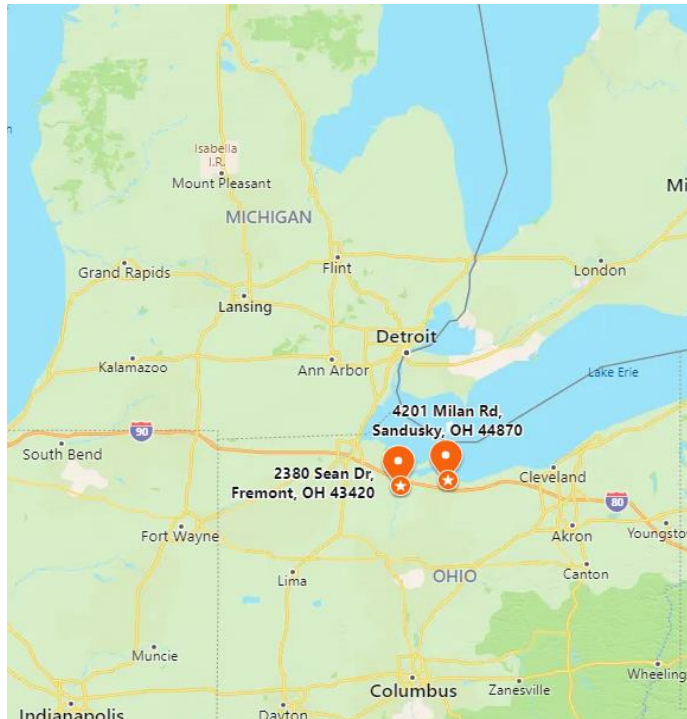




## Jimmy John's in OH \$390,000 for package of 2



Stores are within 40 minutes of one another.

Store	Trailing 13 Period Sales ending P2 2023	Trailing 13 Period Adjusted Net Income
#2020 Milan	\$856,305	\$96,225
#2481 Fremont	\$607,074	\$39,714
	<b>\$1,463,379</b>	<b>\$135,939</b>

**There is a 3rd underperforming store that can be included in package. Price remains the same.**



**CONFIDENTIAL Executive Summary**



Purchase Price: \$390,000 for package of 2  
 Total Annual Sales\*: \$856,305  
 Inventory: \$3,000  
 Managed Cash Flow\*\*: \$96,225

**#2020 Milan**  
**4201 Milan Road Suite F**  
**Sandusky Ohio 44870**

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

\* T13 Periods Ending P2 2023

\*\* Cash Flow is a net income projection based on extrapolated 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 Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$1M with at least \$200K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required. Transfer fees are \$12,500 per unit for new franchisee or JJ franchisee who has only been in operation for 1 yr; \$7,500 per unit to any existing franchisee who has been in operation for more than a yr.

Franchise Agreement Expiration: 2022  
 Royalty: 6.0%  
 Remodel Requirements: None

Transfer Fee: See above  
 Advertising: 4.5%

Training Location: Champaign IL  
 Training Period: 8 Weeks

**Lease Information:**

Monthly Base Rent: \$3,103  
 Percentage Rent: No  
 Expiration: 2027

Options: 5yr Renewal Increments  
 CAM: Inc. In Rent  
 Monthly Property Tax: Inc. In Rent

Security Deposit: None  
 Real Property Available: No  
 Increases: TBD

**Location Details:**

Business Established: 2012  
 Owner Since: 2012  
 Hours of Operation: 11a-10p

Building Type: Inline  
 Seating: 32  
 Licenses Needed: Business, Health

Building Size: 1,500 SF  
 Employees: 14  
 Equipment Value: \$140,000

Inline location located off of busy Milan Rd. Other tenants include a nail salon, Cricket wireless, Clothes Mentor and AAA auto shop. Located across the street from Sandusky Mall, which includes a JCPenney, TJ Maxx, Cinemark and Planet Fitness. Best Buy, Target, Dick's Sporting Goods, Menards are also in close proximity. Nearby competitors include Penn Station East Coast Subs.

**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.





## CONFIDENTIAL Executive Summary



Purchase Price: \$390,000 for package of 2  
Total Annual Sales\*: \$607,074  
Inventory: \$3,000  
Managed Cash Flow\*\*: \$39,714

**#2481 Fremont**  
**2380 Sean Dr Unit 108**  
**Fremont, Ohio 43420**

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

\* T13 Periods Ending P2 2023

\*\* Cash Flow is a net income projection based on extrapolated 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:

Headquartered in Champaign, IL, Jimmy John's was founded in 1983 and now boasts over 2500 units nationwide. In September 2016 a majority stake was sold to Roark Capital, a private equity firm also invested in Arby's, Carvel, Auntie Anne's Pretzels, Wingstop and Cinnabon, among others. A simple menu and good product with only the freshest ingredients sets the brand apart in the sandwich QSR segment. Franchisor requires a minimum net worth of \$1M with at least \$200K in liquid assets, or commensurate with purchase. Restaurant experience preferred but not required. Transfer fees are \$12,500 per unit for new franchisee or JJ franchisee who has only been in operation for 1 yr; \$7,500 per unit to any existing franchisee who has been in operation for more than a yr.

Franchise Agreement Expiration: 2024  
Royalty: 6.0%  
Remodel Requirements: None

Transfer Fee: See above  
Advertising: 4.5%

Training Location: Champaign IL  
Training Period: 8 Weeks

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### Lease Information:

Monthly Base Rent: \$2,841  
Percentage Rent: No  
Expiration: 2024

Options: 5yr Renewal Increments  
CAM: Inc. In Rent  
Monthly Property Tax: Inc. In Rent

Security Deposit: None  
Real Property Available: No  
Increases: TBD

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### Location Details:

Business Established: 2014  
Owner Since: 2014  
Hours of Operation: 11a-10p

Building Type: Inline  
Seating: 46  
Licenses Needed: Business, Health

Building Size: 1,500 SF  
Employees: 18  
Equipment Value: \$140,000

Inline location on the north end of Fremont. Other tenants include a AAA auto shop and dental office. A Walmart Supercenter and Lowe's are located within a mile. One mile off of U.S. 20. Other nearby restaurants include Applebee's, McDonald's and Buffalo Wild Wings.

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	2020 - Milan Rd		2481 - Fremont		Total 2 stores	
<b>Total Income</b>	\$888,876	100.0%	\$613,975	100.0%	\$1,502,851	100.0%
<b>Cost of Goods Sold</b>						
4311 · COGS Bread	\$25,223	2.8%	\$17,571	2.9%	\$42,794	2.8%
4312 · COGS Food	\$118,896	13.4%	\$92,308	15.0%	\$211,204	14.1%
4313 · COGS Sides	\$27,869	3.1%	\$20,369	3.3%	\$48,238	3.2%
4314 · COGS Paper	\$11,243	1.3%	\$9,786	1.6%	\$21,029	1.4%
4315 · COGS Produce	\$19,840	2.2%	\$15,481	2.5%	\$35,321	2.4%
4316 · COGS Beverages	\$15,201	1.7%	\$14,097	2.3%	\$29,298	1.9%
4319 · COGS Delivery Charge	\$564	0.1%	\$527	0.1%	\$1,091	0.1%
4320 · COGS Catering	\$3,051	0.3%	\$1,257	0.2%	\$4,308	0.3%
<b>Total COGS</b>	\$221,887	25.0%	\$171,396	27.9%	\$393,283	26.2%
<b>Gross Profit</b>	\$666,989	75.0%	\$442,579	72.1%	\$1,109,568	73.8%
<b>Expenses</b>						
5308 · Promos - Loyalty Expense	\$16,698	1.9%	\$8,320	1.4%	\$25,018	1.7%
5020 · Cost of Labor In-Shop	\$34,171	3.8%	\$88,169	14.4%	\$122,340	8.1%
5021 · Cost of Labor In-Shop Overtime	\$0	0.0%	\$29	0.0%	\$29	0.0%
5030 · Cost of Labor Driver	\$51,983	5.8%	\$30,204	4.9%	\$82,187	5.5%
5031 · Cost of Labor Driver Overtime	\$0	0.0%	\$297	0.0%	\$297	0.0%
5032 · Cost of Labor DMR	\$16,573	1.9%	\$5,790	0.9%	\$22,363	1.5%
5080 · Cost of Labor Management	\$120,033	13.5%	\$102,225	16.6%	\$222,258	14.8%
5081 · Cost of Labor PIC	\$39,651	4.5%	\$10,159	1.7%	\$49,810	3.3%
5082 · Cost of Labor PIC Overtime	\$968	0.1%	\$0	0.0%	\$968	0.1%
5099 · Cost of Labor Bonus	\$24,960	2.8%	\$960	0.2%	\$25,920	1.7%
5110 · Cost of Labor Payroll Taxes	\$25,621	2.9%	\$20,976	3.4%	\$46,597	3.1%
<b>Total Labor</b>	\$313,960	35.3%	\$258,809	42.2%	\$572,769	38.1%
5220 · Operating Supplies	\$7,277	0.8%	\$5,778	0.9%	\$13,055	0.9%
5221 · Uniforms	\$752	0.1%	\$1,129	0.2%	\$1,881	0.1%
5230 · Office Supplies	\$63	0.0%	\$5	0.0%	\$68	0.0%
5241 · Pest Control	\$10	0.0%	\$525	0.1%	\$535	0.0%
5242 · Cleaning Supplies	\$16	0.0%	\$13	0.0%	\$29	0.0%
5243 · Building Maintenance	\$6,129	0.7%	\$0	0.0%	\$6,129	0.4%
5244 · Equipment Maintenance	\$2,302	0.3%	\$4,370	0.7%	\$6,672	0.4%
5245 · Smallwares	\$1,783	0.2%	\$2,036	0.3%	\$3,819	0.3%
5285 · Linen/Laundry	\$1,835	0.2%	\$1,308	0.2%	\$3,143	0.2%
5286 · Trash Removal	\$7,684	0.9%	\$4,939	0.8%	\$12,623	0.8%
5301 · Electricity	\$9,302	1.0%	\$9,440	1.5%	\$18,742	1.2%
5302 · Gas	\$864	0.1%	\$720	0.1%	\$1,584	0.1%
5303 · Water Utility Expense	\$1,871	0.2%	\$2,303	0.4%	\$4,174	0.3%
5304 · Telephone	\$3,739	0.4%	\$5,363	0.9%	\$9,102	0.6%
5305 · Cable Expense	\$2,891	0.3%	\$2,883	0.5%	\$5,774	0.4%
5306 · Alarm System	\$560	0.1%	\$785	0.1%	\$1,345	0.1%
5307 · Jimmy Tunes	\$181	0.0%	\$198	0.0%	\$379	0.0%
5698 · Cash Over/(Short)	(\$464)	-0.1%	(\$336)	-0.1%	(\$800)	-0.1%
5699 · Miscellaneous	\$3,420	0.4%	\$2,018	0.3%	\$5,438	0.4%
7505 · Menus	\$1,583	0.2%	\$325	0.1%	\$1,908	0.1%
7515 · 4.5% Advertising/Media Fee	\$38,906	4.4%	\$27,114	4.4%	\$66,020	4.4%
7517 · Promos - Additional Advertising	\$2,290	0.3%	\$3,373	0.5%	\$5,663	0.4%
7567 · Promos - Sampling Expense	\$231	0.0%	\$225	0.0%	\$456	0.0%
7568 · Promos - Freebies	\$6,736	0.8%	\$1,096	0.2%	\$7,832	0.5%
8322 · Rent/Lease Expense	\$41,225	4.6%	\$35,107	5.7%	\$76,332	5.1%
8341 · Insurance Exp	\$4,062	0.5%	\$4,061	0.7%	\$8,123	0.5%
8350 · License Expense	\$363	0.0%	\$298	0.0%	\$661	0.0%
8375 · CAT Tax Expense	\$800	0.1%	\$0	0.0%	\$800	0.1%
8381 · Recruitment	\$4,149	0.5%	\$1,004	0.2%	\$5,153	0.3%
8605 · Outside Acctg/Payroll Service	\$1,326	0.1%	\$1,326	0.2%	\$2,652	0.2%
8690 · Royalties	\$51,875	5.8%	\$36,152	5.9%	\$88,027	5.9%
8695 · Bank Service Charge	\$56	0.0%	\$168	0.0%	\$224	0.0%
8696 · Credit Card Service Charges	\$19,409	2.2%	\$11,721	1.9%	\$31,130	2.1%
<b>Total Expense</b>	\$553,884	62.3%	\$432,576	70.5%	\$986,460	65.6%
<b>Net Income</b>	\$113,105	12.7%	\$10,003	1.6%	\$123,108	8.2%
<b>Adjustments</b>						
Royalty to 6%	(\$1,458)	-0.2%	(\$687)	-0.1%	(\$2,144)	-0.1%
Advertising to 4.5%	(\$1,093)	-0.1%	(\$515)	-0.1%	(\$1,608)	-0.1%
Rent Adjustment	\$3,989	0.4%	\$1,015	0.2%	\$5,004	0.3%
Labor adjusted to P2 2023	(\$14,657)	-1.6%	\$30,349	3.4%	\$15,691	1.0%
<b>Total Adjustments</b>	(\$13,219)	-1.5%	\$30,163	4.9%	\$16,943	1.1%
<b>YE 2022 Adjusted Net Income</b>	\$99,886	11.2%	\$40,166	6.5%	\$140,051	9.3%
<b>Trailing 13 period sales ending P2 2023</b>	\$856,305		\$607,074		\$1,463,379	
<b>Trailing 13P Adj Net Income</b>	\$96,225	11.2%	\$39,714	6.5%	\$135,940	9.3%