



## CONFIDENTIAL Executive Summary

**Dairy Queen  
Central Minnesota**



Purchase Price: \$2.16M for Business and Real Estate

Total Annual Sales\*: \$1,557,404

Inventory: \$12,000

Managed Cash Flow\*\*: \$279,634

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

\* Trailing 12 Months Ending 9/30/2023

\*\* 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.

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### Franchise Information:

Dairy Queen is one of the most world-renowned food and treat companies with over 6,800 restaurants in the United States, Canada, and 20 other countries. DQ boasts 95% consumer brand recognition, which translates to many customers waiting to enjoy the many ice cream, tasty food offerings, and Orange Julius® smoothies. Franchisor requires the minimum: Net worth -Greater of \$75K or 50% of purchase price; Operating Capital - Greater of \$25K or 33% of fixed and semi-variable expenses.

Franchise Agreement Expiration: Assumable

Royalty: 5.0%

Remodel Requirements: None until 2027.

Transfer Fee: Approx \$5K

Advertising: 4.0%

Training Location: TBD

Training Period: TBD. Manager is certified by DQ.

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### Lease Information:

Real Property Available: Yes

Monthly Base Rent: N/A

Monthly Property Taxes: \$1,000

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### Location Details:

Business Established: 1960s

Owner Since: 2013

Hours of Operation: 10:30a-10p daily

Building Type: Freestanding with drive thru

Seating: 34

Licenses Needed: Business, Health

Building Size: 1850 SF

Employees: Approx 30

Equipment Value: \$150,000 not including walk in freezer & cooler

Freestanding location with drive thru. Located off the main artery going right through the center of town. A hospital and many residential properties in area; a McDonald's is located next door. Recent upgrades include: Approx \$30K parking lot renovation, new heating/cooling system on roof, new compressor /condensor unit for cake display, new topping cabinet, new oven, new blizzard machines, touch screen POS systems.

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

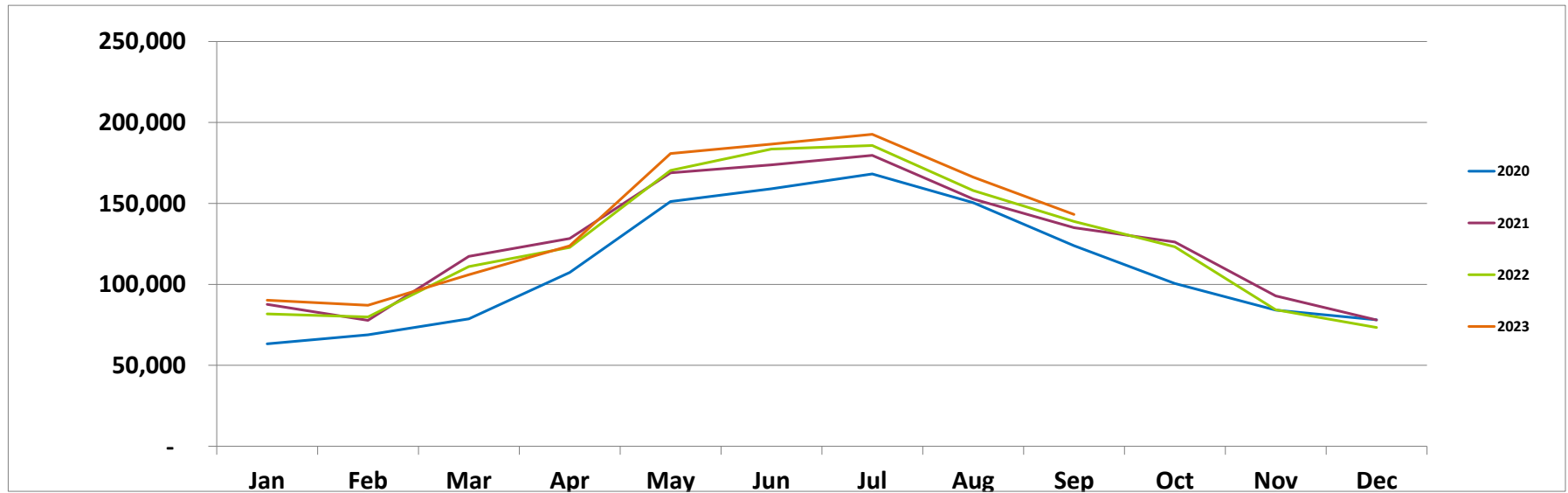
As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you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

**Dairy Queen**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2020</b>	\$63,278	\$68,829	\$78,741	\$107,369	\$151,136	\$159,034	\$168,200	\$150,458	\$123,853	\$100,539	\$84,110	\$78,117	\$1,333,664
<b>2021</b>	\$87,667	\$77,781	\$117,311	\$128,288	\$168,848	\$173,784	\$179,672	\$152,762	\$135,028	\$126,206	\$92,856	\$78,019	\$1,518,222
<b>\$ +/-</b>	\$24,389	\$8,952	\$38,570	\$20,919	\$17,712	\$14,750	\$11,472	\$2,304	\$11,175	\$25,667	\$8,746	(\$98)	\$184,558
<b>% +/-</b>	39%	13%	49%	19%	12%	9%	7%	2%	9%	26%	10%	0%	14%
<b>2021</b>	\$87,667	\$77,781	\$117,311	\$128,288	\$168,848	\$173,784	\$179,672	\$152,762	\$135,028	\$126,206	\$92,856	\$78,019	\$1,518,222
<b>2022</b>	\$81,726	\$79,911	\$110,951	\$122,848	\$170,385	\$183,541	\$185,759	\$157,964	\$138,836	\$123,184	\$84,282	\$73,365	\$1,512,752
<b>\$ +/-</b>	(\$5,941)	\$2,130	(\$6,360)	(\$5,440)	\$1,537	\$9,757	\$6,087	\$5,202	\$3,808	(\$3,022)	(\$8,574)	(\$4,654)	(\$5,470)
<b>% +/-</b>	-7%	3%	-5%	-4%	1%	6%	3%	3%	3%	-2%	-9%	-6%	0%
<b>2022</b>	\$81,726	\$79,911	\$110,951	\$122,848	\$170,385	\$183,541	\$185,759	\$157,964	\$138,836	\$123,184	\$84,282	\$73,365	\$1,512,752
<b>2023</b>	\$90,214	\$87,085	\$105,924	\$123,822	\$180,801	\$186,626	\$192,693	\$166,200	\$143,208	\$0	\$0	\$0	\$1,276,573
<b>\$ +/-</b>	\$8,488	\$7,174	(\$5,027)	\$974	\$10,416	\$3,085	\$6,934	\$8,236	\$4,372				\$44,652
<b>% +/-</b>	10%	9%	-5%	1%	6%	2%	4%	5%	3%				4%





## Dairy Queen PROFORMA

Trailing 12 Months Ending 9/30/2023		
SALES	\$ 1,557,404	
COGS:	\$ 496,812	31.9%
Crew Labor:	\$ 380,007	24.4%
GM:	\$ 30,500	2.0%
Payroll Taxes*:	\$ 43,103	10.5%
R&M:	\$ 32,705	2.1%
Utilities:	\$ 39,340	2.5%
Property Tax:	\$ 12,000	0.8%
Nat'l Advertising:	\$ 62,296	4.0%
Royalty:	\$ 77,870	5.0%
Insurance:	\$ 16,320	1.0%
Bank Charges:	\$ 685	0.0%
Credit Card Fees:	\$ 21,804	1.4%
Professional Services:	\$ 10,170	0.7%
Outside Services:	\$ 24,065	1.5%
Laundry/Uniforms:	\$ 15,415	1.0%
Security:	\$ 2,280	0.1%
Cash Over/Short:	\$ 1,557	0.1%
Other G&A:	\$ 10,840	0.7%
Total Expenses:	\$ 1,277,770	82.0%
Managed Cash Flow:	\$ 279,634	18.0%

\*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 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.