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**ID#: RST011**

***FOR SALE:* 100% Delivery & Take Out – Omaha Pizza Franchise Location**

*Revenue increased even through COVID!*

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| **Financial Overview**  **List Price:** **$535,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | **2021 *Annualized*** | **2020** | **2019** | | $893,400 | $923,248 | $818,368 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | **2021 *Annualized*** | **2020** | **2019** | | $131,619 | $156,707 | $120,658 |  * **Profit Margin**: 17% * **Multiple**: 3.4   **Valuation**: 2020 Cash Flow x Multiple = Valuation  $156,707 x 3.4 = $532,804 |  | **Funding Example**  **Purchase Price**: **$535,000**     |  |  | | --- | --- | | **15% Buyer Down Payment** | $80,250 | | **15% Seller Financing** | $80,250 | | **70% Bank Loan** | $374,500 |   *A 15% down payment of $80,250 returns $88,861 in the first year after debt payments!*  **Description**    This Omaha pizza franchise location is currently 100% delivery & take out and is still seeing an increase in revenue through COVID! This location for sale has been in business since 1980, and under current ownership since 2006. There are around 21 employees, with FT Shift Leaders, and PT Kitchen Staff, Front Counter, and Delivery Drivers. All employees start at $11/hr., with Shift Leader pay at $18-18.50/hr. 80% of all employees are trained to full completion through the corporate online training. As the restaurant is franchised, a 5% portion of the revenue is paid out to the corporation, in addition to a small fee of $61/month for a customer loyalty program, in which a customer can earn free items as they accumulate points through the restaurant’s app. Their POS, Speedline, is fully integrated through Tillster, so the push of one button sets delivery in motion. Approximately 77% of the revenue is from dinner orders (after 4:00).  Post-COVID, the restaurant has transitioned to be fully delivery and take-out based, with sales vastly improving over 2019. Currently, the dining area is still closed, and thus would be a perfect growth opportunity for a new owner, as the present dining area furniture was reupholstered during the COVID shutdown. Other key assets include two Middleby Marshall ovens, a make table, 60 qt. Hobart mixer, cooler, a Somerset dough sheeter, and POS systems. A great deal of local marketing is already done, with an advertising co-op being headed by local owners, and advertising partnerships done with local schools. The current owner provides general management and oversight for the location, opening the restaurant on Mondays and overall working 25-30 hours per week.  Priced at just $535,000, a 15% down payment of $80,250 returns $88,861 in the first year after debt payments – a 111% return on investment! A new owner could certainly boost revenue by obtaining a liquor license and re-opening the dining room. |
| ***Assets Included in Purchase***  **Equipment**: Middleby Marshall ovens, make table, cooler, 60 qt. Hobart mixer, dishwasher, POS systems, various kitchen supplies  **Furniture**: Booths, chairs, tables, etc. |  |
| ***Business Information***  **Year Establishe**d: 1980; Under current ownership since 2006  **Location**: Omaha, Nebraska  **Service Area**: Millard Area  **Menu Items**: Pizza, breadsticks, potato wedges, calzones, wings, monkey bread, dessert pizza  **Lease**: 1,800 sq. ft. for $3,500/month  **Reason for Selling**: Relocation for retirement  **Personnel**: 21: 4 FT Shift Leaders | 4 PT Kitchen Staff | 4 PT Front Counter | 6 PT Delivery Drivers  **Seller Training Period**: Negotiable  **Growth Opportunities**: Re-open dining space, obtain a liquor license  **Current Owners’ Responsibilities**: General management and oversight—currently works 25-30 hours/week |  |
| ***- CONFIDENTIAL -*** Last Revised MK 11.30.2021 | | |
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