

Confidential Business Profile # 289-24418



ASKING PRICE: \$ 500,000

CONFIDENTIAL BUSINESS PROFILE

*Highly Confidential Information -
Just a friendly reminder that it is a violation of
your signed Non-Disclosure/Confidentiality
Agreement for you or any associated party to
speak to the Seller, Seller's employees,
suppliers, landlord, neighboring businesses,
customers, etc. or reveal that the business is
for sale to ANY party. Please respect the
privacy and confidentiality of the Business
Owner and the irreparable damage that may
be caused to the business and business value
by any such actions.



Exclusively Presented to you by:

Kenji Gjovig

kenji.gjovig@fcbb.com

650-397-6567

<https://sfbay.fcbb.com/kenji-gjovig>

02242942

Table of Contents

General Disclaimer	3
Welcome Page	4
Business Snapshot	5
Business Overview	6
Additional Information	7
Business Ownership	8
Ratings & Reviews	9
Lease Information	11
Asking Price	12
Market Price Analysis	13
Financials	17
SBA Financing	23
Equipment & Assets	26
Staff Information	29
Confidential Business Questionnaire	31
What Happens Next?	33
Broker Profile	34
Notice & Disclaimer	35

REMINDER: It is a violation of your signed Non-Disclosure Confidentiality Agreement for you or any associated party to speak to the Seller, their employees, suppliers, landlord, neighboring businesses, customers, etc. or reveal that the business is for sale to ANY party. Please respect the privacy and confidentiality of the Seller.

The information contained herein was received from the Seller and is deemed reliable but not guaranteed. First Choice Business Brokers (FCBB) has relied upon the Seller to provide the business details and has NOT verified this information. FCBB is not responsible for and does NOT warrant any statements, projections or any information provided by the Seller. The User/Buyer will be solely responsible for verification of the Seller's profits and business operation. By acceptance of this document, the Buyer/User confirms and understands that FCBB has NOT performed an independent investigation of the business or figures quoted herein. FCBB strongly recommends that a Buyer seek legal and accounting advice prior to purchasing a Business. Any change to the information provided requires both the Seller's and FCBB's written approval to be valid.

We have prepared this
Confidential Business Profile
with the goal of providing you
with a general overview of the
business listed for sale.

While this document may not explore every detail of the business, it is our hope that it will provide you with sufficient information to determine if the business is suitable for your needs. After reviewing this information, if your decision is to proceed, please contact me to discuss the next steps. These may include an informal meeting or conference call with the business owner and/or a visit to the business. I hope you enjoy learning more about this opportunity; I look forward to hearing from you.

Sincerely,

Kenji Gjovig

02242942

Kenji Gjovig

*Your Trusted Advisor for
Business Sales & Acquisitions*



✉ kenji.gjovig@fcbb.com

☎ 650-397-6567

🌐 <https://sfbay.fcbb.com/kenji-gjovig>

Profitable Franchise Gym

“

This is a rare opportunity to acquire a turnkey, semi-absentee fitness franchise located in Contra Costa County. Part of one of the most recognized names in 24/7 gyms, this location serves a loyal and stable membership base of approximately 900 recurring members.

**HOURS**

24 hours

7 days

**LEASE SQFT**

6,225

**RENT**\$ 16,118
(monthly rent + CAMS)**ANNUAL REVENUE**

\$ 477,914

**S.D.E.**

\$ 128,597

**REASON FOR SALE**

Pay off COVID era loans from the gym.

**ASKING PRICE**

\$ 500,000

Listed Price \$500,000

Down Payment \$90,000

Gross Sales \$477,914

Total Income \$128,597

Lender Prequalified ✓

Year Established Nov 2017

Terms Offered EIDL loans at 3% can be assumed in lieu of taking on SBA loans

Inventory Included ✓ \$440

Equipment & Fixtures \$102,830

Training Period 30 days

Reason for Selling Pay off COVID era loans from the gym.

Number of Employees Contract 1

Hours & Days Open 24 hours 7 days

Rent \$16,118 (monthly rent + CAMS)

Square Footage 6,225

Lease Expiration Date 4/1/2028

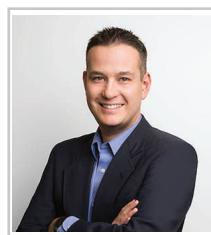


Financial Summary

Year	Revenue	SDE
2024	\$ 477,914	\$ 128,597
2023	\$ 466,056	\$ 116,871
2022	\$ 385,145	\$ -93,898

Business Overview

This is a rare opportunity to acquire a turnkey, semi-absentee fitness franchise located in Contra Costa County. This location serves a loyal and stable membership base of approximately 900 recurring members. The business operates with minimal owner involvement and is fully equipped with modern fitness equipment, security systems, and franchise-compliant branding. The owner currently works about 20 hours per week, primarily assisting with member sign-ups and addressing customer service needs. A very reliable and certified personal trainer serves to generate new signups and additional revenue for the gym. A motivated buyer could easily step into a semi-passive role or choose to be more hands-on and unlock significant growth potential, particularly through the reintroduction of group training programs and digital marketing. This opportunity is well-suited for buyers seeking a profitable, lifestyle-friendly business with recurring revenue, a well-established brand, and scalable upside.



Kenji Gjovig

@ kenji.gjovig@fcbb.com

650-397-6567

<https://sfbay.fcbb.com/kenji-gjovig>

02242942

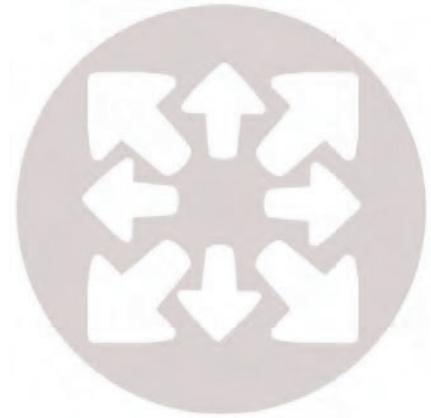
PRIVATE & CONFIDENTIAL

© Copyright First Choice Business Brokers 2006

Information contained herein has been provided by the Seller and is highly confidential. First Choice Business Brokers has not verified these representations.

Expansion Potential

Bigest level to grow is offering group classes. This is a huge moneymaker and was done before, but not currently being done. Would need to hire coaches to teach the classes.



Competitive Advantages



Well established brand, international presence with national marketing campaigns.

Products/Services and Markets Served

Fitness/gym. Self service fitness + personal training + group classes, serving Contra Costa County, CA and surrounding areas.





OWNER'S ROLE

Primarily assisting with new member registration and resolving occasional member service issues. The business is well-suited for a semi-absentee owner, or it could benefit from a full-time, hands-on operator focused on growth.

IDEAL BUYER

Someone passionate about fitness, business manager, someone with time and energy to build upon the current baseline.



OWNER'S HOURS

20 hours per week.

**LEASE OVERVIEW DETAILS**

As part of the business transaction, the current Lease Agreement is typically transferred to the Buyer. Lease transfer fees are traditionally split 50/50 between Buyer and Seller.

**EXPIRATION**

4/1/2028

**BASE RENT**

\$ 7,358

OPTIONS TO RENEW

1 option 5 years

TOTAL RENT\$ 16,118
(monthly rent + CAMS)

\$500,000

The asking price typically includes, but is not limited to:

- Furniture, fixtures & equipment
- All customer/client lists
- Leasehold improvements
- Goodwill
- Business trade name
- Business phone number(s)
- Business Email Address(es)
- Non-compete agreement
- Transfer of lease
- Website & social media accounts
- All intellectual property
- Operational Systems/Processes
- Training: 30 days

TRANSACTION STRUCTURE

Transaction Structure: Typically, business transactions are structured as an Asset Sale with the Seller retaining all cash and accounts receivables and delivering the business debt-free to the Buyer. However, these items may be negotiable in certain business offerings, consult the listing broker.

TRAINING AND TRANSITION

Training and Transition: The Seller's intent is a smooth and successful transition of the business to new ownership. The Seller will offer a training and transition period to ensure that the business operates without disruption during the transition period.

MARKET PRICE ANALYSIS



Location: **SF Bay #289**
Name :
Author : **Kjell Kenji Gjovig**
Email: **kenji.gjovig@fcbb.com**
Mobile: **(650) 397-6567**



FIRST 1st CHOICE
BUSINESS BROKERS



Revenue Multiple
87%
EBITDA Multiple
3.5
SDE Multiple
2.78

2024

Date of Most Recent Financial Statement
Industry Multiple

Revenue Multiple	87	%
EBITDA Multiple	3.50	
SDE Multiple	2.78	

SBA Financing Test

Fair Market Wages for Buyer	\$	50,000
-----------------------------	----	--------

SDE of Revenue (Industry Average)

Pulled from peercomps.com or other similar databases	0.3022
--	--------

Multiple Adjustments	Adj. Factor	Weighting
Net Income trending upward	1	10.00
10 years+ in business	0	10.00
Absentee owner	1	9.00
Clean financials	1	9.00
Recurring revenue model	1	8.00
Stable management in place	1	8.00
Contracts in place with vendors/customers	1	8.00
Simple to run or requires heavy training/expertise	0	6.00
3 years consistant gross revenue over 1 million	0	6.00
Seller financing available	0	7.00
Long term employees	0	7.00
Competitive industry	0	7.00
Substantial assets vs. mostly goodwill	0	5.00
Total	0.56	100

Selected Multiples for Analysis (after adjustments)

Revenue	Revenue Multiple
Revenue Multiple	87%
Multiple Adjustments	16%

Adjusted Multiple

EBITDA	EBITDA Multiple
EBITDA Multiple	3.50X
Multiple Adjustments	0.56X

Adjusted Multiple

SDE	SDE Multiple
SDE Multiple	2.78X
Multiple Adjustments	0.56X

Adjusted Multiple

Tangible Assets & Modular Method (optional)	3.34X
--	--------------

Inventory (at cost)	\$	0
Furniture/Fixtures/Equipment	\$	0
Supplies (e.g., office and store)	\$	0
Leasehold Improvements	\$	0
Accounts Receivable (included)	\$	0
Vehicles	\$	0
Other	\$	0
Other	\$	0
Other	\$	0
Total Value of Tangible Assets:		0

Disclaimer: This report is NOT an appraisal and is only intended to provide an approximate calculation of value based upon information received from the Seller. Information has not been verified by First Choice Business Brokers (FCBB). There are many factors that affect the value of a business that may not have been taken into consideration in this report. FCBB makes no guarantees that the results shown in this report offer any guarantee of a final selling price of the business. The purpose of this report is for use as a guide and is not to be interpreted as a comprehensive professional valuation.

Basis: Cash, Source: Seller	2024	2023	2022	2024	2023	2022
				Common Size		
Gross Revenue	\$477,914	\$466,056	\$385,145	100.00%	100.00%	100.00%
Cost of Goods Sold	0	0	0	0%	0%	0%
Gross Profit	\$477,914	\$466,056	\$385,145	100.00%	100.00%	100.00%
Operating Expenses	\$391,384	\$414,593	\$557,906	81.89%	88.96%	144.86%
Net Operating Income Before Taxes	\$86,530	\$51,463	\$-172,761	18.11%	11.04%	-44.86%
Plus: Depreciation	0	\$1,613	\$5,621	0%	0.35%	1.46%
Plus: Income Tax	0	0	0	0%	0%	0%
Plus: Amortization	0	\$19,467	\$19,467	0%	4.18%	5.05%
Plus: Interest on loans/financing	\$421	\$6,774	\$11,999	0.09%	1.45%	3.12%
Total	\$421	\$27,854	\$37,087	0.09%	5.98%	9.63%
EBITDA	\$86,951	\$79,317	\$-135,674	18.19%	17.02%	-35.23%
Banker Add Backs						
Plus: Officer's Compensation	0	0	0	0%	0%	0%
Plus: Officer's Estimated Payroll Taxes	\$0	\$0	\$0	0.00%	0.00%	0.00%
Plus: Officer's Health Insurance	0	0	0	0%	0%	0%
Plus: Officer's Retirement Contributions	0	0	0	0%	0%	0%
Plus: Salary for non working family member	0	0	0	0%	0%	0%
Plus: Family Member's Estimated Payroll Taxes	0	0	0	0.00%	0.00%	0.00%
Total Banker Add Backs	\$0	\$0	\$0	0.00%	0.00%	0.00%
Other Add Backs						
Plus: Charitable Contribution	\$2,500	-	-	0.52%	0%	0%
Plus: Manager (comp + payroll taxes)	\$39,146	\$35,161	-	8.19%	7.54%	0%
Plus: legal	-	\$2,393	\$22,776	0%	0.51%	5.91%
Plus: Office Supplies	-	-	\$19,000	0%	0%	4.93%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Plus:	-	-	-	0%	0%	0%
Total Banker & Other Add Backs	\$41,646	\$37,554	\$41,776	8.71%	8.06%	10.85%
Total SDE (Seller Discretionary Earnings)	\$128,597	\$116,871	\$-93,898	26.91%	25.08%	-24.38%
Selected Weighting (if applicable)	60	40	0			
- Minus: Replacement Salary & Benefits	\$0	\$0	\$0			
Adjusted EBITDA	\$128,597	\$116,871	\$-93,898			

Estimated Value of Tangible Assets Included	2-Yr. Average Gross Revenue	\$471,985
Inventory (at cost)	\$0	
Furniture/Fixtures/Equipment	\$0	
Supplies (e.g., office and store)	\$0	
Leasehold Improvements	\$0	
Accounts Receivable (included)	\$0	
Vehicles	\$0	
Other	\$0	
Other	\$0	
Other	\$0	
Total Value of Tangible Assets:	\$0	\$128,597

SBA Financing Letter

Confidential Business Profile | 289-24418

PRIVATE & CONFIDENTIAL

© Copyright First Choice Business Brokers 2006

Information contained herein has been provided by the Seller and is highly confidential. First Choice Business Brokers has not verified these representations.

6/23/2025

Kenji Gjovig
First Choice Business Brokers-SF Bay
Delivered Electronically
Kenji.Gjovig@fcbb.com

Prequalification Letter:

The following terms and conditions outline a prequalified structure for a loan request to provide financing of **\$385,000** towards purchase based on the subject business financials which have been provided and analyzed. Note that any individual, entity and/or an entity to be named (hereafter referred to as "Borrower") would additionally be required to meet qualifications by First Internet Bank (hereafter referred to as "Bank") and the SBA. These terms are for discussion purposes only and do not constitute a commitment. The following structure is subject to buyer review, full underwriting, and approval by First Internet Bank.

USE OF PROCEEDS	7A TERM LOAN	BORROWER EQUITY	TOTAL PROJECT
Asset Purchase	\$ 347,000	\$ 68,000	\$ 415,000
Working Capital	\$ 7,107.50	\$ -	\$ 7,107.50
Closing Costs	\$ 22,230.00	\$ -	\$ 22,230.00
Guaranty Fee	\$ 8,662.50	\$ -	\$ 8,662.50
Total	\$ 385,000	\$ 68,000	\$ 453,000

Borrower:

Facility: \$385,000 SBA 7a Term Loan

Equity Contribution: \$68,000 which is 15.01% of total financing package

Est. Payment: \$5,141.00

Terms: 120-month term and amortization

Collateral: 1st lien on ALL business assets being acquired, additional personal collateral may be required per SBA guidelines.

Guarantor(s) Any 20% or more owner

Interest Rate: Starting at WSJ Prime + 2.75%, adjusted calendar quarterly. If funded today, the effective interest rate would be 10.25%

Prepay Penalty: N/A

Other: A formal application and an additional needs list of items necessary to support the complete underwriting of the loan request will be required.

On behalf of First Internet Bank, we thank you for the opportunity to assist with your financing needs and look forward to creating an ongoing relationship with you.

Should you have any questions, please do not hesitate to contact me.

Sincerely,

Equipment List

Asset List

Equipment Description	Count	Condition	FMV Each	Subtotal		Total FMV (FFE)
				FMV		
INTEGRITY SC CROSS-TRAINER	5	Good	\$700	\$3,500		
FLEXSTRIDER EXPLORE - Silver FlexStrider	2	Good	\$700	\$1,400		
TRM 731 Treadmill,	6	Good	\$700	\$4,200		
LIFE FITNESS POWERMILL C CONSOLE	2	Good	\$700	\$1,400		
Precor 635 upright cycle	1	Good	\$700	\$700		
Precor 635 recumbant cycle	2	Good	\$700	\$1,400		
LIFE FITNESS CLSC	1	Fair	\$700	\$700		
LIFE FITNESS CLSR	1	Fair	\$700	\$700		
GLUTE DRIVE	1	Good	\$700	\$700		
ISO LATERAL LOW ROW	1	Good	\$700	\$700		
ISO LATERAL INCLINE PRESS	1	Good	\$700	\$700		
ISO LATERAL BENCH PRESS	1	Good	\$700	\$700		
ISO LATERAL DECLINE PRESS	1	Good	\$700	\$700		
V-SQUAT	1	Good	\$700	\$700		
SEATED BICEP CURL	1	Good	\$700	\$700		
GROUND BASE SQUAT/LUNGE	1	Good	\$700	\$700		
HALF RACKS w/ Platform	2	Good	\$700	\$1,400		
PRECOR 8 STATION JUNGLE GYM	1	Good	\$700	\$700		
CALF RAISE	1	Good	\$700	\$700		
PREATCHER CURL W BAR	1	Good	\$700	\$700		
PRECOR AB-X	1	Good	\$700	\$700		
PRECOR LOWER BACK EXTENSION	1	Good	\$700	\$700		
HAMMER STRENGTH BUMPER PLATE SET	1	Good	\$700	\$700		
PLATE HOLDER POD	1	Good	\$700	\$700		
CABLE ACCESSORIES RACK	1	Good	\$700	\$700		
INSIGNIA SERIES TORSO ROTATION	1	Good	\$700	\$700		
INCLINE BENCH PRESS 541	1	Good	\$700	\$700		
PRECOR ANGELED LEG PRESS 601	1	Good	\$700	\$700		
ABDUCTOR 621	1	Good	\$700	\$700		
ADDUCTOR 620	1	Good	\$700	\$700		
STANDING DELTOID	1	Good	\$700	\$700		
VERTICAL CHEST PRESS 404	1	Good	\$700	\$700		
SHOULDER PRESS 500	1	Good	\$700	\$700		
PEC FLY/REAL DELT 505	1	Good	\$700	\$700		
SEATED ROW 310	1	Good	\$700	\$700		
SEATED LEG CURL	1	Good	\$700	\$700		
LEG EXTENSION 605	1	Good	\$700	\$700		
VERTICLE LEG PRESS	1	Good	\$700	\$700		
BACK EXTENSION 313	1	Good	\$700	\$700		
CAMBER CURL 204	1	Good	\$700	\$700		
FLAT TRICEP EXTENSION 210	1	Good	\$700	\$700		
SIGNATURE ADJUSTABLE DECLINE BENCH	1	Good	\$700	\$700		
FLAT PRECOR BENCH	1	Good	\$700	\$700		
PRECOR ADJUSTABLE BENCHES	2	Good	\$700	\$1,400		
HAMMER STRENGTH UTILITY BENCH	1	Good	\$700	\$700		
HALF RACK BENCHES (HAMMER STRENGTH)	2	Good	\$700	\$1,400		
LIFE FITNESS ADJUSTABLE BENCH	1	Good	\$700	\$700		
SIGNATURE SMITH MACHINE	1	Good	\$700	\$700		
DAP (DUAL ADJUSTED PULLEY)	1	Fair	\$700	\$700		
DIP/CHIN ASSIST	1	Fair	\$700	\$700		
TKO DUMBBELLS 3-100LBS 2 TKO DUMBBELL RACKS	1	Fair	\$700	\$700		
HAMMER STRENGTH BUMPER PLATE STORAGE	1	Fair	\$700	\$700		
HAMMER STRENGTH DUMBBELLS SET 5-150 LBS	1	Fair	\$700	\$700		
HAMMER STRENGTH DUMBBELL RACKS	3	Fair	\$700	\$2,100		
HAMMER STRENGTH EZ CURL SET 20-110 LBS	1	Fair	\$700	\$700		
HAMMER STRENGTH STRAIGHT SET 20-110 LBS	1	Fair	\$700	\$700		
HAMMER STRENGHT CURUSTRAIGHT BAR RACKS OVER 4K LB	2	Fair	\$700	\$1,400		
ROGUE ASSORTED BARS	3	Fair	\$700	\$2,100		
ROW MACHINE	1	Fair	\$700	\$700		
RUBBER HEXAGON DUMBBELLS ASSORTED SET	24	Fair	\$700	\$16,800		

Strength Accessories/Weights

Count Condition FMV

Asset List

PLYOMETRIC JUMP BOXES - SINGLES IN HEIGHTS OF 12", 18", 24", 30"	5	Fair	\$50	\$250
TRX	3	Fair	\$50	\$150
STRETCHING/ABS MATS	16	Fair	\$50	\$800
REST BALLS W/RACK	3	Fair	\$50	\$150
SET 2.5-50 KETTLEBELLS	25	Fair	\$50	\$1,250
WALL BALLS	4	Fair	\$50	\$200
CHAINS	4	Fair	\$50	\$200
LEATHER BELTS	6	Fair	\$50	\$300
FOAM ROLLERS W/WALL HOOK AND WALL DISPENSER	7	Fair	\$50	\$350
SLAM BALLS 3-50LBS SET	1	Fair	\$50	\$50
2" BATTLE ROPE	2	Fair	\$50	\$100
40 LB TORPEDO BAG	1	Fair	\$50	\$50
20 LB TORPEDO BAG	1	Fair	\$50	\$50
3 WALL STORAGE RACK	1	Fair	\$50	\$50
ROGUE WEIGHTED VEST	2	Fair	\$50	\$100
TITAN FITNESS 3 IN 1 20" 24" 30" SOFT FOAM PLYOMETRIC	1	Fair	\$50	\$50

Office\Furniture	Count	Condition	FMV	
DESKS	2	Fair	\$300	\$600
DESK CHAIRS	5	Fair	\$300	\$1,500
BOOK SHELF	2	Fair	\$300	\$600
HIGH TOP TABLES W/ CHAIRS	2	Fair	\$300	\$600
TWO DRAWER STAND	1	Fair	\$300	\$300

Electronics	Count	Condition	Condition	
EVOLT BODY SCANNER	1	Good	\$500	\$500
VISIONPRO NVR 10 Security System	1	Good	\$500	\$500
INSTALLED CAMERAS	10	Good	\$500	\$5,000
COMPUTER	2	Good	\$500	\$1,000
IPAD	3	Good	\$500	\$1,500
SPARE CAMERAS	4	Good	\$500	\$2,000
COMPUTER SCREENS	1	Good	\$500	\$500
HP PRINTER	1	Good	\$500	\$500
PHONE W/ANSWERING MACHINE	1	Good	\$500	\$500
120" PROJECTOR SCREEN	1	Good	\$500	\$500
1700 LUMNES PROJECTOR	1	Fair	\$500	\$500
WALL SPEAKERS	6	Fair	\$500	\$3,000
ROCKBOT	1	Good	\$500	\$500
WALL MOUNTED TVs	8	Fair	\$500	\$4,000
WellBeats Kiosk	1	Good	\$500	\$500
NETWORK ROUTER	1	Fair	\$500	\$500

Tanning beds	Count	Condition	
V3 PRO PLUS TANNING BED	1	Good	\$700

Misc	Count	Condition	
DASANI VENDING MACHINE	1	Fair	\$500
WALL MOUNTED FAN	1	Fair	\$100
SQUARE POS	1	Fair	\$20
TOOL BOX W/MISC. TOOLS	1	Fair	\$20
18V DRILL	1	Fair	\$20
3 DRAWER W/MISC. PARTS	1	Fair	\$20
SMALL REFRIGERATOR	1	Fair	\$20
MICROWAVE	1	Fair	\$20
CONVECTION OVEN	1	Fair	\$20
STAINLESS STEEL WIPE STANDS	5	Fair	\$5
TALL GREY GARBAGE CANS	3	Fair	\$5
TALL BLUE RECYCLE BINS	1	Fair	\$5
SHORT BLUE RECYCLE BINS	3	Fair	\$5
LADDERS	2	Fair	\$5
CLOSET FULL W/CLEANING EQUIPMENT AND SUPPLIES	1	Fair	\$5
VACUUM CLEANERS	2	Fair	\$5
TEMPATURE FACE DETECTION	1	Fair	\$5

Confidential Employee Questionnaire

***Please note that the employee names WILL NOT be provided to potential buyers.

Total Number of Employees (inc. F/T, P/T & 1099) 1

Employee Name (optional): Contractor 1 Type - W2, 1099, etc. 1099

Title/Job Description: Personal Trainer

Avg Hours/Week: 40 Pay Rate: \$2500 Pay Pd: semi-monthly

Perks (Insurance, Bonus, Commission): He earns 70% of personal training revenue that he services (the gym keeps 30%)

Experience/Qualifications: experienced personal trainer

Timeframe with Company: 5+ years Likely Stay? Yes No Maybe

Relative of Seller: Yes No Comments: _____

Employee Name: _____ Employee Type (W2, 1099, etc.) _____

Title/Job Description: _____

Avg Hours/Week: _____ Pay Rate: _____ Pay Pd: _____

Perks (Insurance, Bonus, Commission): _____

Experience/Qualifications: _____

Timeframe with Company: _____ Likely Stay? Yes No Maybe

Relative of Seller: Yes No Comments: _____

Employee Name (optional): _____ Type - W2, 1099, etc. _____

Title/Job Description: _____

Avg Hours/Week: _____ Pay Rate: _____ Pay Pd: _____

Perks (Insurance, Bonus, Commission): _____

Experience/Qualifications: _____

Timeframe with Company: _____ Likely Stay? Yes No Maybe

Relative of Seller: Yes No Comments: _____

Employee Name (optional): _____ Type - W2, 1099, etc. _____

Title/Job Description: _____

Avg Hours/Week: _____ Pay Rate: _____ Pay Pd: _____

Perks (Insurance, Bonus, Commission): _____

Experience/Qualifications: _____

Timeframe with Company: _____ Likely Stay? Yes No Maybe

Relative of Seller: Yes No Comments: _____

Employee Name (optional): _____ Type - W2, 1099, etc. _____

Title/Job Description: _____

Avg Hours/Week: _____ Pay Rate: _____ Pay Pd: _____

Perks (Insurance, Bonus, Commission): _____

Experience/Qualifications: _____

Timeframe with Company: _____ Likely Stay? Yes No Maybe

Relative of Seller: Yes No Comments: _____

Business Information

Supplement Form(s) Attached

BUSINESS NAME: [REDACTED]

1. Business is: Sole Proprietorship Partnership LLC Corporation Date of Incorporation: Nov 2017

2. If the Business is a Corporation is it a: C-Corp S-Corp State of Incorporation: CA

3. Corporate/LLC Entity Name: [REDACTED]

4. Start date of business operations: Nov 2017 (mm/yy) Date purchased by seller: Mar 2018 (mm/yy)

5. Furniture, Fixtures, Equip. + Vehicles: \$ 102,830 Inventory: \$ 440 Inv. incl in sale price: Yes No

6. Leasehold improvements: \$ N/A Accounts receivable: \$ N/A A/R incl in sale price: Yes No

7. Vehicles included in sale: Yes No If Yes, Details Personal Vehicle on BS is exempted

8. Other assets: N/A

9. Reason for selling: Pay off COVID era loans from the gym.

10. Special license required: No Costs: N/A

11. Seller will train buyer: Yes No Training period without pay: 30 days 30 hours/week

Lease Information

12. Size of Business Premises: 6,225 square feet Current Lease Expires: 4/1/2028

13. Options to renew: Yes No Number of options: 1 option Length of each option: 5 years

14. Lease Transferrable Yes No If Yes Lease transfer fee: \$

15. Base monthly rent: 7,358 Monthly CAM charges: \$ 8760 Other monthly charges: \$

16. Total rent (occupancy cost) per month: 16,118 (monthly rent + CAMS) Is rent current: Yes No

17. Has any of your rent been abated or deferred? Yes No If Yes, please explain on page 2

18. Amount on deposit with landlord: \$ 15,750 Amount rent increases at renewal: 3%

19 Grease Trap: Yes No

20. Hood: Yes No

Employees

21 Employees (Not including owner): Full Time: 0 Part Time: 0 Independent Contractor: 1

22. Seller active: Yes No Hours per week: 20 Owner duties: Member signups and engagement, onboarding

23. Are employees aware of sale: Yes No Details: Personal Trainer is aware

24. Are there key employees: Yes No Will they stay: Yes No What do they do: Personal Trainer-
he recruits new Members and performs personal training for members (receives 70% fee of personal training revenue)

25. Any family members paid by the business: Yes No How much: \$

Accounting

26. What is the amount of money that a buyer would need as working capital?

\$25,000

Franchise Information

27. Franchise Royalty/Marketing Fees: \$581 (franchise) \$600 (Brand)

General Information

28. Percentage Breakdown of Gross Sales: Retail: 100% % Wholesale: % Commercial: %

Residential: % Online: % Other: (Please describe)

29. What are your competitive advantages: See 34.

30. What type of advertising is being done: passive social media posting

31. How would you improve the business if Not selling: See 34.

32. Any legal actions, investigations, or violations pending or threatened against the business: Yes No

Details:

33. Is the Seller aware of any items that may Not be transferable to a Buyer, including but Not limited to: Vendor Account, Licenses, Advertising Contracts, Property and/or Equipment Leases (including options to extend)?

No

34. Other/Additional Information:

This business is part of a national franchise system and must remain under the franchise brand. The buyer will be required to complete the franchise's standard 3 day training program. However, training does not need to be completed prior to the close of escrow and can be scheduled for shortly afterward.

The seller currently works approximately 20 hours per week, primarily assisting with new member registration and resolving occasional member service issues. The business is well-suited for a semi-absentee owner, or it could benefit from a full-time, hands-on operator focused on growth.

A number of growth levers are available, but the most impactful opportunity is to relaunch group training classes, which are both high-margin and effective for member engagement and retention. The gym previously offered this service, but the program was discontinued during COVID and has not yet been reinstated.

29. Well established brand, international presence with national marketing campaigns.

31. Biggest level to grow is offering group classes. This is a huge moneymaker and was done before, but not currently being done. Would need to hire coaches to teach the classes.

The SELLER has provided the information contained herein to the BROKER and/or BROKER'S AGENTS. The SELLER warrants that the above information is true and correct to the best of his/her belief and knowledge. SELLER specifically agrees that BROKER and/or BROKER'S AGENTS may provide this information and photographs to any potential BUYER. SELLER agrees that the BROKER has not made any independent confirmations and BROKER does Not guarantee its accuracy, completeness, or reliability. Seller(s) hereby authorize First Choice Business Brokers to release this information to prospective Buyers.

Next Steps

If you have continued interest in this opportunity and wish to proceed to the next step, please contact me. I will then arrange a call or a meeting with the Seller. During this meeting you will have the opportunity to speak to the Seller directly, ask further questions and potentially view the business/facility. While we are confident that this information package has been helpful, meeting the business owner is a critical next step in determining if the business is truly suitable for your requirements.



You have just completed one of the initial steps by reviewing this Confidential Business Profile.

Schedule an introduction call/meeting with the Seller through the Business Broker. This meeting will give you the opportunity to analyze the business further. If you have not yet been required to provide proof of funds your Business Broker will request this proof prior to scheduling the call/meeting with the Seller.

If at this point you are ready to move forward with an offer on the business, you will complete a purchase agreement with your Business Broker.

Once the offer is accepted you will deposit your earnest money deposit into a third-party escrow trust account.

At this point your due diligence period will begin. During this time, you will have the opportunity to examine the accuracy of all relevant business information.

Once all contingencies are released, we will schedule the signing of the closing documents with a third-party closing entity to transfer ownership into your name/entity.

Your Trusted Advisor for Business Sales & Acquisitions

Kenji Gjovig

@ kenji.gjovig@fcbb.com

☎ (650) 397-6567

📍 100 So Murphy Ave, Suite 200
Sunnyvale, CA 94086

🌐 sfbay.fcbb.com

Kenji brings 27 years of leadership and business experience to First Choice Business Brokers. He served our country for 7 years as an officer in the U.S. Navy Submarine Force and has been in the business and consulting world for 20 years. As an industry expert in running and growing businesses of all types, he works closely with clients to help them achieve their financial objectives. He has extensive experience collaborating to drive increased business value and has personally invested in dozens of angel and real estate investments. He loves working with all types of businesses!

Kenji has a Bachelor's Degree from the US Naval Academy and an MBA from the Stanford Graduate School of Business. He has experience working with clients and stakeholders from the smallest single person startup companies to the largest enterprises in the world including Safeway and Rite Aid.

He has lived in the Bay Area for 13 years and currently resides in Half Moon Bay. If you catch him on the coastside he will likely be hiking or running on a trail with his dog, sipping a drink at the Half Moon Bay Yacht Club, or spending time with friends from church. Join him for a beverage as his guest or give him a call so he can get to know you and your business and help you achieve your financial goals!

“

*Thank you for giving us the opportunity
of introducing you to your next business venture!*

This report contains confidential information which is highly sensitive and is for use solely in connection with consideration of the acquisition of the business described herein. This Confidential Business Summary and the information presented shall not be reproduced, duplicated or revealed, in whole or in part, or used in any other manner without the prior written permission of First Choice Business Brokers (FCBB).

Additional copies may be obtained upon request from FCBB. Please maintain the confidential nature of this Summary and any information provided by FCBB by restricting the material only to selected executives/partners and/or consultants who understand the confidential nature of the material and agree to keep all information confidential.

This Confidential Business Summary (Summary) has been compiled by FCBB from information supplied to FCBB by the subject Company and is being provided by FCBB, solely for use by prospective purchasers in considering their interest in acquiring the assets of the Company.

The information contained herein has been prepared to assist interested parties in making their own evaluation of the Company and does not purport to contain all of the information that a prospective purchaser may desire or need. In all cases, interested parties should conduct their own investigation and analysis of the Company. FCBB has not independently verified any of the information contained herein; neither FCBB nor the Company makes any representation or warranty as to the accuracy or completeness of this Summary and shall have no liability for any representation (express or implied) contained in, or for any omissions from the Summary or any other written or oral communications transmitted to the recipient in the course of their evaluation of the Company.

This Summary may contain certain statements, estimates and projections provided by the Company with respect to the anticipated or potential future performance of the Company and its business. Such statements, estimates and projections may reflect various assumptions by the Company concerning anticipated or potential results, which assumptions may or may not prove to be correct. No representations are made as to the accuracy of such statements, estimates or projections.

By accepting this Summary, the recipient acknowledges and agrees that:

(1) all of the information contained herein is of a highly confidential nature and the recipient will keep all such information and all other information made available to the recipient in connection with any further investigations confidential; (2) none of the information will be used by the recipient or any of their employees or representatives in any manner whatsoever, in whole or in part, other than in connection with its evaluation of the Company for the purpose of considering its acquisition of assets of the Company by the recipient on the specific basis proposed herein; (3) the recipient will not reproduce this Summary in whole or in part, and will not distrib-

ute all or any portion of this Summary to any person other than a limited number of the recipient's legal or accounting counsel who have a clear need to know such information for the purpose set forth above and who are informed by the recipient of the confidential nature of such information; (4) if the recipient does not wish to pursue an acquisition of the Company, recipient agrees to re-turn this Summary to FCBB as soon as practical, together with any other material relating to the Company which the recipient may have received from FCBB and all copies made thereof; and (5) any proposed actions by the recipient which are inconsistent in any manner with forgoing agreements will require the prior written consents of FCBB and the Company.

The Company reserves the right to negotiate with one or more prospective buyers at any time and to enter into a definitive agreement for the sale of assets of the Company without prior notice to recipient or other prospective purchasers. Additionally, the Company re-serves the right to terminate, at any time, further participation in the investigation and proposal process by any party and to modify other procedures without assigning any reason. The Company intends to conduct its business in an ordinary manner during the valuation and offer period; however the Company reserves the right to take any action; whether in or out of the ordinary course of business, deemed necessary or prudent in the conduct of such business.

The information contained in this Confidential Business Summary, including but not limited to the general business descriptions, history, operating procedures, facility information, financial references and information, projections, etc., have been provided to FCBB by the Owner or Management personnel of the Company. No outside entity has audited or otherwise confirmed this information. By requesting this Business Summary, the recipient acknowledges the responsibility to perform an independent due diligence review prior to the acquisition of the subject Company. Recipient acknowledges that any estimates or projections of the future change, profits or growth cannot be accepted or relied upon, since such future business factors or other factors cannot anticipate economic, socio-economic and political factors which might impact future growth. Accordingly, FCBB and the Company make no representation, express or implied, as to the validity of estimates or projections.

If recipient determines they have no interest in the Company recipient agrees to return this report to FCBB after concluding their review. The subject Company does intend to enforce it Confidentiality Agreement.

All inquiries regarding a potential transaction, any questions with respect to information contained herein and any requests for additional information should be directed to FCBB.

For additional information, please contact:

SF Bay Business Sales, Inc.
 DBA First Choice Business Brokers #289
 100 South Murphy Avenue, Suite 200
 Sunnyvale, California 94086
 DRE# 02246354
 (650) 397-6562 SFBay.fcbb.com