



FRANCHISE DISCLOSURE DOCUMENT

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BluTaco Franchising, LLC A Delaware Limited Liability Company 120 Commerce Drive Holts Summit, Missouri 65043 (573) 896-2500 sjb@pfsbrands.com www.blutaco.com

The franchisee will operate a BluTaco restaurant within an existing business the franchisee operates, like a grocery store or convenience store. The restaurant will offer a variety of tacos, burritos, breakfast items, other menu items, beverages, merchandise, and miscellaneous items we designate. (the "BluTaco Products and Services").

The total investment necessary to begin operation of a BluTaco franchise within an existing business is \$9,000 to \$349,000. This includes \$4,500 to \$130,000 that must be paid to the franchisor or its affiliate(s).

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar days before you sign a binding agreement with, or make any payment to, the franchisor or its parent in connection with the proposed franchise sale. **Note, however, that no governmental agency has verified the information contained in this document**.

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Shawn Burcham at 120 Commerce Drive, Holts Summit, Missouri 65043 and (573) 896-2500.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "<u>A Consumer's Guide to Buying a Franchise</u>," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at <u>www.ftc.gov</u> for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.

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How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Itam 10 may give you information shout outlet
now much can I earn:	Item 19 may give you information about outlet
	sales, costs, profits or losses. You should also try
	to obtain this information from others, like
	current and former franchisees. You can find
	their names and contact information in Item 20
	or Exhibit F.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the
	franchisor or at the franchisor's direction. Item 7
	lists the initial investment to open. Item 8
	describes the suppliers you must use.
Does the franchisor have the financial ability	Item 21 or Exhibit E includes financial
to provide support to my business?	statements. Review these statements carefully.
Is the franchise system stable, growing, or	Item 20 summarizes the recent history of the
shrinking?	number of company-owned and franchised
	outlets.
Will my business be the only BluTaco	Item 12 and the "territory" provisions in the
Restaurant in my area?	franchise agreement describe whether the
	franchisor and other franchisees can compete
	with you.
Does the franchisor have a troubled legal	Items 3 and 4 tell you whether the franchisor or
history?	its management have been involved in material
	litigation or bankruptcy proceedings.
What's it like to be a BluTaco Franchisee?	Item 20 or Exhibit F lists current and former
	franchisees. You can contact them to ask about
	their experiences.
What else should I know?	These questions are only a few things you should
	look for. Review all 23 Items and all Exhibits in
	this disclosure document to better understand
	this franchise opportunity. See the table of
	contents.
What You Need To Know About Encychicing Concerdly	

What You Need To Know About Franchising Generally

<u>Continuing responsibility to pay fees</u>. You may have to pay royalties and other fees even if you are losing money.

Business model can change. The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to

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