

**UNIFORM FRANCHISE DISCLOSURE DOCUMENT
FOR USE IN THE STATE OF INDIANA**

**BRUSTER'S, a Pennsylvania Limited Partnership
730 Mulberry Street
Bridgewater, PA 15009**

www.brusters.com



Bruster's Real Ice Cream franchises are retail ice cream stores that offer premium ice cream, sherbet, frozen yogurt, Italian ices and related products. The products are made fresh on site every day.

The total investment necessary to begin operation of a Bruster's franchised business is between \$510,000 and \$1,320,000 for a freestanding Unit, between \$231,200 and \$594,500 for an endcap Unit. This includes a \$35,000 New Franchise Services fee that must be paid to the Franchisor or its affiliate(s) for a Unit. Subsequent franchise agreements, regardless of when they are purchased, are offered at 50% of the then-current franchise fee.

In addition to offering a single franchise agreement, we also offer the option to purchase multiple franchise agreements under a Development Agreement; which includes signing a separate franchise agreement for each trade area under the terms of the Development Agreement simultaneously, with certain modifications to address the timeline for opening the Units. Your total investment for a Development Agreement will vary depending on the number of franchise agreements purchased. For example, the total investment for a Development Agreement with three franchise Units will range from \$1,530,000 to \$3,960,000 for freestanding locations or from \$693,600 to \$1,768,500 for endcap locations, including a \$35,000 New Franchise Services fee for the first Unit and \$17,500 for each of the second and third Unit respectively. The total investment for a Development Agreement with five Units will range from \$2,550,000 to \$6,600,000 for freestanding locations or from \$1,156,000 to \$2,947,500 for endcap locations, including a \$35,000 New Franchise Services fee for the first Unit and \$17,500 for each of the second through fifth Units respectively.

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 fourteen (14) calendar days before you sign a binding agreement with, or make any payment to Bruster's or an affiliate 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 Kim Ellis at 730 Mulberry Street, Bridgewater, PA 15009 or (724)774-4250.

The terms of your Franchise Agreement will govern your franchise relationship. Don't rely on the Disclosure Document alone to understand your Franchise Agreement. Read all of your Franchise Agreement carefully. Show your Franchise Agreement 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 "A Consumer's Guide to Buying a Franchise", which can help you understand how to use this Disclosure Document, is available from the Federal Trade Commission ("FTC"). 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 www.ftc.gov 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?	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 G.
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 to provide support to my business?	Item 21 or Exhibit D includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only Bruster's Real Ice Cream business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the Franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a Bruster's Real Ice Cream franchisee?	Item 20 and Exhibit G 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 on this disclosure document to better understand this franchise opportunity. See the table of contents.

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: <https://franchisepanda.com/franchises/brusters-real-ice-cream>