

FRANCHISE DISCLOSURE DOCUMENT



EARL OF SANDWICH (USA), LLC
A Florida Limited Liability Company
4700 Millenia Boulevard, Suite #400
Orlando, Florida 32839
877.426.3275
www.earlofsandwichusa.com
franchise@earlofsandwichusa.com

The franchisee will operate a fast casual restaurant under the name “Earl of Sandwich” offering a limited menu of breakfast, lunch and dinner products and featuring sandwiches, soups, wraps, salads, desserts and related food items (“Earl of Sandwich Restaurant”).

The total investment necessary to begin the operation of an Earl of Sandwich Restaurant is \$336,000 to \$624,000. The total investment necessary to begin the operation of an Earl of Sandwich Restaurant at a Nontraditional Location is \$211,000 to \$678,000. These estimates include \$27,850 to \$31,200 that must be paid to us. If you sign a Development Agreement to develop multiple Earl of Sandwich Restaurants you must pay us a Development Fee in the amount of \$25,000 for each Restaurant that you commit to develop. There is no minimum number of Earl of Sandwich Restaurants that you are required to develop under the Development Agreement. The Development Fee is credited against the Application Fee and Initial Franchise Fee (which total \$25,000) that is payable under the Franchise Agreement. These estimates do not include the cost of real estate or of obtaining a liquor license.

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, us or our affiliates 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 Associate General Counsel Torri Tippett, Earl of Sandwich (USA), LLC, 4700 Millenia Boulevard, Suite #400, Orlando, Florida 32839, (877) 426-3275.

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. You can contact the FTC by calling 1-877-FTC-HELP or writing 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.

Issuance Date: March 29, 2018

STATE COVER PAGE

Your state may have a franchise law that requires us to register or file with a state administrator before offering or selling franchises in your state. REGISTRATION OF THIS FRANCHISE BY A STATE DOES NOT MEAN THAT THE STATE RECOMMENDS THE FRANCHISE OR HAS VERIFIED THE INFORMATION IN THIS DISCLOSURE DOCUMENT.

Call the state administrators listed in Exhibit A of this disclosure document or your public library for sources of information about us or franchising in your state.

MANY FRANCHISE AGREEMENTS DO NOT ALLOW YOU TO RENEW UNCONDITIONALLY AFTER THE INITIAL TERM EXPIRES. YOU MAY HAVE TO SIGN A NEW AGREEMENT WITH DIFFERENT TERMS AND CONDITIONS IN ORDER TO CONTINUE TO OPERATE YOUR BUSINESS. BEFORE YOU BUY, CONSIDER WHAT RIGHTS YOU HAVE TO RENEW YOUR FRANCHISE, IF ANY, AND WHAT TERMS YOU MIGHT HAVE TO ACCEPT IN ORDER TO RENEW.

Please consider the following RISK FACTORS before you buy this franchise:

- 1. THE FRANCHISE AGREEMENT AND DEVELOPMENT AGREEMENT PERMIT YOU TO FILE SUIT AGAINST US ONLY WHERE OUR PRINCIPAL OFFICES ARE LOCATED, WHICH CURRENTLY IS FLORIDA. OUT OF STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT ALSO MAY COST YOU MORE TO FILE SUIT IN FLORIDA INSTEAD OF YOUR HOME STATE.**
- 2. THE FRANCHISE AGREEMENT AND DEVELOPMENT AGREEMENT STATE THAT FLORIDA LAW GOVERNS THE AGREEMENTS, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.**
- 3. WE SET PRICING POLICIES FOR PRODUCTS SOLD AT EARL OF SANDWICH RESTAURANTS.**
- 4. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.**

The Effective Date: See the next page for state effective dates.

The following states require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington and Wisconsin.

This Franchise Disclosure Document is registered, on file or exempt from registration in the following states having franchise registration and disclosure laws, with the following effective dates:

California: Pending

Hawaii: Pending

Illinois: Pending

Indiana: Pending

Maryland: Pending

Michigan: Pending

Minnesota: Pending

New York: Pending

North Dakota: Pending

Rhode Island: Pending

South Dakota: Pending

Virginia: Pending

Washington: Pending

Wisconsin: Pending

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