

Received LA Mailroom

NOV 2 0 2017

De an of Business Oversight

## FRANCHISE DISCLOSURE DOCUMENT



## FOREVER BRANDS OPERATING COMPANY, LLC A Delaware Limited Liability Company 1105 N. Market Street, 11th Floor Wilmington, DE 19801 (302) 691-8600 www.foreveryogurt.com

franchise@forevervogurt.com

The franchise is the right to develop, own and operate a retail store featuring self service frozen yogurt, freshly squeezed lemonade, gourmet hot chocolate and espresso products, and other related products and services under the trademark and name "Forever Yogurt"." The franchisor may also offer qualified candidates the right, under a Multi-Unit Development Agreement, to acquire multiple franchises.

The total investment necessary to begin operation of a Forever Yogurt Store ranges from \$243,800 to \$516,700. This sum includes \$40,000 payable to the franchisor or affiliate.

The total investment necessary under the Multi-Unit Development Agreement equals \$20,000 multiplied by the total number of Forever Yogurt Stores to be developed. This entire amount is payable to us. We credit the Development Fee, in \$20,000 increments, against the initial franchise fee for each Forever Yogurt Store as Franchise Agreements are signed.

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 an affiliate in connection with the proposed franchise sale. Note, however, that no government 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 Forever Brands Operating Company, LLC, 1105 N. Market Street, 11th Floor, Wilmington, Delaware 19801, (302) 691-8600.

The terms of your contract will govern your franchise relationship. Don't rely on this 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 "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 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.

ISSUANCE DATE: October 28, 2017



## STATE COVER PAGE

Your state may have a franchise law that requires a franchisor to register or file with a state franchise administrator before offering or selling in your state. REGISTRATION OF A 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 franchise administrator listed in Exhibit A for information about the franchisor, or about 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 MULTI-UNIT DEVELOPMENT AGREEMENT AND FRANCHISE AGREEMENT REQUIRE YOU TO RESOLVE DISPUTES WITH US BY LITIGATION ONLY IN DELAWARE. OUT OF STATE LITIGATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO LITIGATE WITH US IN DELAWARE THAN IN YOUR HOME STATE.
- 2. THE MULTI-UNIT DEVELOPMENT AGREEMENT AND FRANCHISE AGREEMENT STATE THAT DELAWARE LAW GOVERNS THE AGREEMENTS, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTION AND BENEFITS AS YOUR LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
- 3. THE FRANCHISEE'S SPOUSE MUST ALSO SIGN A GUARANTY MAKING SUCH SPOUSE JOINTLY AND SEVERALLY LIABLE FOR THE OBLIGATIONS UNDER THE FRANCHISE AGREEMENT AND/OR MULTI-UNIT DEVELOPMENT AGREEMENT, WHICH PLACES THE SPOUSE'S PERSONAL AND MARITAL ASSETS AT RISK.
- 4. YOU WILL BE REQUIRED TO MAKE AN ESTIMATED INITIAL INVESTMENT RANGING FROM \$243,800 TO \$516,700. THIS AMOUNT EXCEEDS OUR GUARANTOR'S STOCKHOLDERS' EQUITY AS OF JULY 31, 2016 WHICH IS \$245,563.
- 5. YOU MAY BE SUBJECT TO A MANAGEMENT FEE OF 10% OF GROSS SALES PLUS COSTS AND EXPENSES PAYABLE WEEKLY IN THE EVENT FRANCHISOR ASSUMES MANAGEMENT OF FRANCHISEE'S STORE.
- 6. YOU WILL NOT RECEIVE AN EXCLUSIVE TERRITORY. YOU MAY FACE COMPETITION FROM OTHER FRANCHISEES, FROM OUTLETS THAT WE OWN, OR FROM OTHER CHANNELS OF DISTRIBUTION OR COMPETITIVE BRANDS THAT WE CONTROL.
- 7. THE FRANCHISOR'S FINANCIAL CONDITION, AS REFLECTED IN ITS FINANCIAL STATEMENTS (SEE ITEM 21), CALLS INTO QUESTION THE FRANCHISOR'S FINANCIAL ABILITY TO PROVIDE SERVICES AND SUPPORT TO YOU.



- 8. THE FRANCHISOR IS AT AN EARLY STATE OF DEVELOPMENT AND HAS A LIMITED OPERATING HISTORY.
  - 9. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

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

This is a document preview downloaded from FranchisePanda.com. The full document is available for free by visiting: https://franchisepanda.com/franchises/forever-yogurt