

(MAY 23 2013)

Form B – Franchisor’s Costs and Sources of Funds
FRANCHISOR’S COSTS AND SOURCE OF FUNDS

1. **Disclose the Franchisor’s total costs for performing its pre-opening obligations to provide goods or services in connection with establishing each franchised business, including real estate, improvements, equipment, inventory, training and other items stated in the offering:**

Category	Costs
Real Estate	2,000
Improvements	
Equipment	
Inventory	
Training	5,000
Other (describe)	
Support	2,000
Totals	

2. **State separately the sources of all required funds:**

All Funds needed for the development of new franchise units will be derived from the sale of new franchises. The Franchise fee collected will be reinvested to support the opening of new franchise locations.

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**Instructions for Preparing
Form B: Franchisor's Costs and
Source of Funds**

The Franchisor's Costs and Source of Funds form should accompany each initial or renewal filing (if required by the Franchise Filing State) Do not use with amendments.

- 1 In Section 1, estimate the franchisor's total costs to perform its pre-opening obligations to provide goods or services for establishing a new, typical franchised business
- 2 Provide only incremental cost estimates; i.e., expenses incurred that are independent of salaries and overhead for the franchisor's own employees or employees of affiliates that may provide these services
- 3 In Section 2, state separately the sources of all required funds For example, this could include the franchisor's operating funds, initial franchise fees collected, etc

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Form D – Franchise Seller Disclosure Form**FRANCHISE SELLER DISCLOSURE FORM**

1. **List who will solicit, offer or sell franchises for the Franchisor in this state:**
- A. **Name: Christopher Conner**
- B. **Business address and telephone number:**
- 3479 Maritime Glen
Gainesville, GA 30506
- C. **Present employer: Franchise Marketing Systems**
- D. **Present title: President**
- E. **Employment during the past five years. For each employment, state the name of the employer, position held, and beginning and ending dates:**

Francorp – Vice President - May 2003 – October 2009
Franchise Marketing Systems – President – October 2009 to Present

2. **State whether the person identified in 1 above:**
- A. **Has an administrative, criminal or material civil action pending against that person alleging a violation of franchise, antitrust or securities law, or alleging fraud, unfair or deceptive practices, or any comparable allegations?**
- YES _____ NO **X** _____
- If you answered “yes”, please provide:**
- Names of the parties:**
 - Forum, nature and current status of the pending action:**
 - Case or proceeding identification number:**
- B. **Had during the 10-year period immediately before the disclosure document’s issuance date been convicted of or pleaded nolo contendere to a felony charge; or been held liable in a civil action involving an alleged violation of a franchise, antitrust or securities law, or allegations of fraud, unfair or deceptive practices, or comparable allegations?**

YES _____ NO **X** _____

If you answered “yes”, please provide:

- Names of the parties:**
- The forum:**

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