

## FRANCHISE DISCLOSURE DOCUMENT



SALADWORKS, LLC  
An Illinois Limited Liability Company  
Eight Tower Bridge, Suite 300  
161 Washington Street  
Conshohocken, PA 19428  
(610) 825-3080  
www.saladworks.com  
www.saladworksfranchises.com  
fransales@saladworks.com

As a franchisee, you will operate a SALADWORKS® restaurant featuring a variety of salads, sandwiches, wraps, panini, soups, bread and beverages for lunch, dinner, catering and take-home.

The total investment necessary to begin operating a SALADWORKS restaurant ranges from \$498,089 to \$592,190, excluding real property costs. This includes \$30,000 to \$36,000 that must be paid to the franchisor. The Turnkey investment range for a SALADWORKS restaurant using the new buildout design ranges from \$472,701 to \$566,802 (see Item 7 for more information)

The initial development fee for multi-unit development rights is \$30,000 per SALADWORKS restaurant to be developed. The estimated initial investment for development rights varies, depending on how many restaurants you agree to open in your development area.

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 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 Vice President of Franchise Sales, Eight Tower Bridge, Suite 300, 161 Washington Street, Conshohocken, PA 19428, (610) 825-3080 at fransales@saladworks.com.

The terms of your franchise agreement will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contracts. Read all of your contracts carefully. Show your contracts 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: April 11, 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.

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.

Call the state franchise administrator listed in Exhibit G to this disclosure document for information about the franchisor, about other franchisors, or about franchising in your state.

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

1. ANY DISPUTES WITH US MUST BE RESOLVED BY LITIGATION IN PENNSYLVANIA. IT MAY COST YOU MORE TO LITIGATE WITH US IN PENNSYLVANIA THAN IN YOUR OWN STATE.
2. THE FRANCHISE AGREEMENT AND MULTI-UNIT DEVELOPMENT AGREEMENT STATE THAT PENNSYLVANIA LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTION AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. YOUR SPOUSE MUST EXECUTE A PERSONAL GUARANTEE MAKING HIM OR HER JOINTLY AND SEVERALLY LIABLE FOR ALL OBLIGATIONS UNDER THE FRANCHISE AGREEMENT, WHETHER OR NOT YOUR SPOUSE IS INVOLVED IN THE OPERATION OF THE FRANCHISED BUSINESS. THIS REQUIREMENT MAY PLACE THE PERSONAL AND MARITAL ASSETS OF YOU AND YOUR SPOUSE AT RISK.
4. YOU WILL NOT RECEIVE AN EXCLUSIVE TERRITORY.
5. THE FRANCHISOR'S PARENT COMPANY AND GUARANTOR IS A NEW ENTITY WITH A LIMITED RECORD OF PERFORMANCE. A PROSPECTIVE FRANCHISEE SHOULD CAREFULLY REVIEW THE FINANCIAL STATEMENTS AND BEAR THIS IN MIND WHEN FORMING ITS INVESTMENT DECISION.
6. THERE MAY BE OTHER RISKS CONCERNING THIS FRANCHISE.

We use the services of one or more FRANCHISE BROKERS or referral sources to assist us in selling our franchise. A franchise broker or referral source represents us, not you. We pay this person a fee for selling our franchise or referring you to us. You should make sure to do your own investigation of the franchise.

Effective Dates: See next page for effective dates in various jurisdictions.

## STATE EFFECTIVE DATES

This disclosure document is effective as of the issuance date for use in Alabama, Alaska, Arizona, Arkansas, Colorado, Connecticut, Delaware, Georgia, Idaho, Iowa, Kansas, Louisiana, Maine, Massachusetts, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Jersey, New Mexico, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Vermont, West Virginia, Wisconsin (offers only), Wyoming, Washington, D.C., American Samoa, Federated States of Micronesia, Guam, Marshall Islands, North Mariana Islands (including Saipan), Palau, Puerto Rico and Virgin Islands.

This disclosure document is effective as of the issuance date for use in the following states, where the franchisor filed 1-time notices on the dates indicated:

Kentucky	August 5, 2015
Nebraska:	August 5, 2015
Texas:	August 5, 2015

This disclosure document is effective as of the issuance date for use in the following states, where the franchisor has filed annual notices, effective on the dates indicated:

Florida:	May 18, 2017
Michigan:	August 5, 2016

This disclosure document is effective and may be used in the following states, where the disclosure document is filed, registered or exempt from registration:

California:	_____, 2017
Illinois:	May 1, 2017
Indiana:	May 5, 2017
Maryland:	_____, 2017
New York:	_____, 2017
Virginia:	_____, 2017

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