

## FRANCHISE DISCLOSURE DOCUMENT

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This Franchise Disclosure Document provides information on the following: (1) the purchase of a franchise to open and operate a single SARPINO'S PIZZERIA restaurant franchise, (2) the right to become a Developer and to yourself open and operate multiple SARPINO'S PIZZERIA restaurant franchises; and (3) the purchase of an Area Franchise and the right to recruit franchise prospects and provide ongoing support and supervision to SARPINO'S PIZZERIA restaurant franchisees in a specific geographic area.

The total investment necessary to begin operations of SARPINO'S PIZZERIA restaurant franchise ranges from \$284,995 to \$393,000 if you lease space of approximately 1,200 to 1,400 square feet. The investment may be substantially more if real estate is acquired and/or constructed. This includes \$24,195 to \$37,800 you pay to us for the initial franchise fee or transfer fee and on-site training fees.

The total investment necessary to begin operations as a Developer is the total investment to begin operations of a single SARPINO'S PIZZERIA restaurant franchise (described above) plus the Development Fee in the amount of \$9,997.50 times the number of restaurants to be developed.

The total initial investment necessary to begin an Area Franchise will vary from \$129,000 to \$1,033,000 depending on the size of the area, its population and demographics and other market factors. This includes the initial franchise fee for the Area Franchise that ranges from \$100,000 to \$1,000,000 depending on the size of the area, its population and demographics, and other market factors.

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 disclosure in different formats, contact Dmitry Shapiro, at 200 Tri-State International, Suite 550, Lincolnshire, IL 60069, 847-374-6300.

The terms of your contract will govern your franchise relationship. Don't rely on the 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 "*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](http://www.ftc.gov) for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may be laws on franchising in your state. Ask your state agencies about them.

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## 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 F 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 FRANCHISE AGREEMENT REQUIRES THAT ALL DISAGREEMENTS BE SETTLED BY ARBITRATION IN THE STATE OF ILLINOIS. OUT OF STATE ARBITRATION MAY FORCE YOU TO ACCEPT A LESS FAVORABLE SETTLEMENT FOR DISPUTES. IT MAY ALSO COST YOU MORE TO ARBITRATE WITH US IN ILLINOIS THAN IN YOUR HOME STATE.
2. THE FRANCHISE AGREEMENT STATES THAT ILLINOIS LAW GOVERNS THE AGREEMENT, AND THIS LAW MAY NOT PROVIDE THE SAME PROTECTIONS AND BENEFITS AS LOCAL LAW. YOU MAY WANT TO COMPARE THESE LAWS.
3. 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 be sure to do your own investigation of the franchise.

Effective dates in registration states:

Illinois: \_\_\_\_\_  
Indiana: \_\_\_\_\_  
Maryland: \_\_\_\_\_  
Minnesota: \_\_\_\_\_  
New York: \_\_\_\_\_  
Virginia: \_\_\_\_\_  
Wisconsin: \_\_\_\_\_

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