

FRANCHISE DISCLOSURE DOCUMENT

SUB ZERO FRANCHISING, INC
 a Utah corporation
 62 W Center St
 Provo, UT 84601

Received
 LA Mailroom

SEP 05 2017

Department of
 Business Oversight

Phone (801) 494-0960
 Email info@subzeroicecream.com
www.subzeroicecream.com



SUBZERO™
 DELICIOUS + SCIENCE

We offer franchises to qualified individuals and entities to operate Sub Zero franchises under the “Sub Zero Ice Cream” service marks, trade names, programs, and systems. Our franchises specialize in the preparation and sale of food and beverage items, currently including ice cream using a unique “instant freezing” method, and related products and services using our distinctive business formats, systems, methods, procedures, designs, layouts, standards and specifications, and proprietary recipes (the “Method of Operation”). Franchisees may elect to operate a mobile unit from a towed trailer that is separate from their standard Sub Zero franchised store. We also offer a multiple purchase addendum under which qualified individuals and entities may operate multiple Sub Zero franchises within a specific territory.

The total investment necessary to begin operation of a Sub Zero franchised business is \$239,450 to \$484,500. This includes \$36,000 to \$43,000 that must be paid to us or our affiliate. For franchises purchased with the multiple purchase addendum, multiply the estimated initial investment range times the number of franchises purchased. This includes \$15,000 to \$23,000 that must be paid to us or our affiliate for each additional franchise purchased.

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 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 our CEO, 62 W Center St., Provo, UT 84601, (801) 494-0960. The terms of your contract will govern your franchise relationship. Do not 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 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 (FTC). 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 on franchising.

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

ISSUANCE DATE November 23, 2016, as amended August 22, 2017

STATE EFFECTIVE DATES

This Franchise Disclosure Document is effective as of

| General FTC (for states not requiring registration) – November 23, 2016, as amended August 22, 2017

States Requiring Registration (registration not approved if blank)

California	
Florida	December 28, 2016
Hawaii	
Illinois	
Indiana	December 29, 2016
Kentucky	December 10, 2010
Maryland	
Michigan	December 29, 2016
Minnesota	
Nebraska	November 5, 2013
New York	
North Dakota	
Rhode Island	
South Dakota	
Texas	November 5, 2013
Utah	December 19, 2015
Virginia	
Washington	
Wisconsin	

Naomi Hancock has served as member of our Board of Directors since October 2012. She has served as one of our trainers in Utah since July 2012. Since August 2012, Mrs. Hancock has managed our financial, reporting, and accounting programs and systems. She has served as founder and Secretary with our affiliate, Sub Zero Ice Cream Inc., since June 2004. Since December 2004, Mrs. Hancock has owned and operated a Sub Zero operation in Utah.

Peter Black – Director of Sales and Marketing

Peter Black has served as our director of sales and marketing since January 2013. Previous to his involvement with Sub Zero, Mr. Black was a teacher and training supervisor at Brigham Young University in Provo, Utah from August 2009 to January 2013. He also completed an internship with Walmart from May 2012 through January 2013.

Joel Cobiella – Director of Operations

Joel Cobiella has served as our director of operations in Provo, Utah since July 2017. From August 2015 to July 2017, Mr. Cobiella served as operations manager for Sizzling Platter in Murray, Utah. From January 2011 to August 2015, he served as field sales and training staff for Ceotronics in Virginia Beach, Virginia.

Nate Stanley – Construction Manager

Nate Stanley has served as our construction manager in Provo, Utah since July 2017. From May 2017 to August 2017, he served as superintendent for PLS Construction in Orem, Utah. From May 2014 to April 217, he served as superintendent for DR Horton in Draper, Utah. From January 2014 to May 2014, he served as QA coordinator for Xactware in Lehi, Utah. From February 2013 to January 2014, he served as store manager for True Value in Santaquin, Utah.

Mike Penn – Vice President of Operations

~~Mike Penn has served as our Vice President of Operations in Provo, Utah since August 2016. From March 2016 to September 2016, Mr. Penn worked as a consultant for Domo in American Fork, Utah. From June 2015 to December 2015, Mr. Penn was a manager for Tags in Pleasant Grove, Utah. From June 2015 to May 2015, Mr. Penn was Vice President of Estrella in Alpine, Utah. From June 2009 to June 2014, Mr. Penn served as a manager for Ebay in Draper, Utah.~~

Mary Marez – Operations Manager

~~Mary Marez has served as our Operations Manager since February 2013. She has served as one of our franchisee trainers since January 2013. Ms. Marez served as store manager for our affiliate's Provo, Utah store location from April 2008 to February 2013.~~

Brittany Snapp – Director of Support and Compliance

Ms. Snapp has served as our Director of Support and Compliance since October 2014. From October 2010 to September 2014, Ms. Snapp worked as Director of Operations for Franchise Foundry in Provo, Utah.

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