

FRANCHISE DISCLOSURE DOCUMENT



ONE CHEESE STEAK FRANCHISING, LLC

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This Disclosure Document describes a type of THE CHEESE STEAK SHOP restaurant. The franchisee may operate a THE CHEESE STEAK SHOP restaurant in a wholesome family setting. Qualified franchisees may also apply to become an Area Developer and develop a number of THE CHEESE STEAK SHOP restaurants in an agreed upon development area and enter into an Area Development Agreement. Occasionally, a franchisee will operate a THE CHEESE STEAK SHOP restaurant in a non-traditional location such as an airport, hotel, convention center, sports arena or stadium, college campus, amusement park, within the premises of another business or in a similar venue.

The total investment necessary to begin operation of a single THE CHEESE STEAK SHOP franchise is \$262,500 - \$475,000. This includes \$17,500.00 that must be paid to the franchisor. The total investment necessary for an Area Developer to operate multiple THE CHEESE STEAK SHOP restaurants under an Area Development Agreement is \$272,500 - \$502,000 for the first restaurant. This includes between \$27,500 and \$62,500 that must be paid to the franchisor, depending on the number of restaurants you agree to develop.

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.

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 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 "<u>A Consumer's Guide To Buying A Franchise</u>," 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



<u>www.ftc.gov</u> 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.

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How to Use This Franchise Disclosure Document

Here are some questions that you may be asking about buying a franchise and tips on how to find more information:

QUESTION	WHERE TO FIND INFORMATION
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibits F-1, F-2, F-3.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit E includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only One Cheese Steak Shop in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a One Cheese Steak Shop franchisee?	Item 20 or Exhibits F-1, F-2, F-3 lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

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