



BISCUITS CAFÉ FRANCHISE FAQ'S

Q. What does the franchise system include?

- A.** Owning and operating an assigned Biscuits Café Inc., use of the brand name, trademarks, recipes, operational systems and methods and décor. Additionally, you will receive support in these specific areas:
- Facility planning on site location and architectural design
 - Specifications for fixtures, equipment, and leasehold improvements
 - Assistance in site selection and lease negotiation
 - Corporate training for Owner/Operator and Director of Operations/General Managers
 - Kitchen/Back of the House Workflow design
 - Ongoing support from members of the Training and Operations Team
 - Ongoing updates for increasing profitability
 - Products with high industry demand
 - Efficiency in all systems
 - Favorable national contracts with suppliers of goods and services
 - Operating manuals, policies & procedures.

Q. Who designs and builds my store?

- A.** Biscuits Café Inc. Franchise System will provide the franchisee with architectural assistance with drawings and specifications. Franchisee will negotiate with construction contractor and other construction suppliers, with assistance in supervision and management of the construction of the facility under the Biscuits Café, Inc. Construction Consulting Agreement.

Q. How much is the franchise fee for a Biscuits Café Inc.?

- A.** \$35,000 per store location.

Q. Does Biscuits Café, Inc. offer Area Development?

- A.** Yes. Biscuits Café, Inc is actively seeking qualified candidates to develop between 3-10 locations. We are currently offering single unit franchise opportunities as well.

Q. How much are the on-going royalties?

A. 4% of total gross sales less sales tax and an additional 1% for advertising.

Q. What type of marketing assistance is available?

A. Biscuits Café, Inc. will have available for the franchisees a complete opening and on-going Local Store Marketing program.

Q. How much money can I make from a Biscuits Café, Inc. restaurant?

A. We do not disclose earnings claims to prospective franchisees. Therefore, we rely on our franchisees to supply you with information on this subject.

Q. How is the site selected for my store?

A. Biscuits Café, Inc. will provide Real Estate assistance in the site procurement process including negotiation with the mall or retail space owners.

Q. Is there any experience necessary to own a Biscuits Café, Inc.?

A. Yes, but not necessarily in food service. Biscuits Café, Inc. actively searches for candidates with a strong background in business management.

Q. Do I need to be involved in the day-to-day operation of my franchise?

A. At least one owner, or a designated manager, must be involved on a full-time basis and must be responsible for the day-to-day operations and management.

Q. How will I know if I have the necessary finances?

A. Your completed personal profile will be evaluated by our finance department. A Biscuits Café, Inc. senior manager will let you know how your financial status fits within our profile and what your financing options might be, if needed.

Q. How long is the term of a Biscuits Café, Inc. franchise agreement?

A. The franchise term is five (5) years evergreen.

Q. How much will I need to invest?

A. The estimated cost of a Biscuits Café, Inc. will be between \$233,650 and \$538,400 and is variant upon location, structure and seating of approximately 2,400 to 3,000 square feet.

Q. I'm interested in a Biscuits Café, Inc. franchise, what do I do next?

A. Fill out the franchise application and return it to the address indicated. A Biscuits Café, Inc. representative will contact you and start you down the road to owning your own business.