



ITEM 7

YOUR ESTIMATED INITIAL INVESTMENT

TYPE OF EXPENDITURE	5.1 PROTOTYPE (2010 sf, 44 seats)	4.5 PROTOTYPE (2420 sf, 64 seats)	CONVERSION	END CAP	METHOD OF PAYMENT	WHEN DUE	TO WHOM PAID
Franchise Fee ²	\$35,000	\$35,000	\$35,000	\$35,000	Lump Sum	(Note 2)	US
Promotional Fee ²	\$10,000	\$10,000	\$10,000	\$10,000	Lump Sum	(Note 2)	US
Professional Fees ³	\$0 to \$55,000	\$0 to \$55,000	\$0 to \$55,000	\$0 to \$55,000	As Agreed	As Agreed	Professionals
Lease Payment ⁴	\$0 to \$25,000	\$0 to \$25,000	\$0 to \$25,000	\$0 to \$25,000	Monthly	As Agreed	Landlord
Building ⁴	\$350,000 to \$575,000	\$400,000 to \$625,000	\$275,000 to \$450,000	\$250,000 to \$475,000	As Agreed	As Agreed	Contractor or Owner
Site Work and Entitlement	\$50,000 to \$450,000	\$50,000 to \$450,000	\$25,000 to \$150,000	\$25,000 to \$150,000	As Agreed	As Agreed	Contractors or Third Parties
Architectural, Engineer and Utility Fees and Costs	\$25,000 to \$200,000	\$25,000 to \$200,000	\$25,000 to \$200,000	\$25,000 to \$200,000	As Agreed	As Agreed	Vendors or Third Parties
Furnishings, Fixtures and Equipment ("Supplies")	\$375,000 to \$475,000	\$400,000 to \$500,000	\$375,000 to \$500,000	\$375,000 to \$500,000	As Agreed	As Agreed	Vendors
Computer Systems ⁵	\$37,000 to \$42,000	\$37,000 to \$42,000	\$37,000 to \$42,000	\$37,000 to \$42,000	As Agreed	As Agreed	Vendors and Us
Technical Support Fee	\$1,700 to \$3,500	\$1,700 to \$3,500	\$1,700 to \$3,500	\$1,700 to \$3,500	Lump Sum	On Invoice	US
Insurance ⁶	\$8,000 to \$20,000	\$8,000 to \$20,000	\$8,000 to \$20,000	\$8,000 to \$20,000	As Agreed	As Agreed	Vendors
Initial Training ⁷	\$15,000 to \$25,000	\$15,000 to \$25,000	\$15,000 to \$25,000	\$15,000 to \$25,000	As Agreed	As Incurred	Third Parties
Crew Training ⁷	\$48,000 to \$68,000	\$48,000 to \$68,000	\$48,000 to \$68,000	\$48,000 to \$68,000	As Agreed	As Incurred	Third Parties
Working Capital ⁸	\$20,000 to \$45,000	\$20,000 to \$45,000	\$20,000 to \$45,000	\$20,000 to \$45,000	As Agreed	As Incurred	Vendors
Inventory	\$7,000	\$7,000	\$7,000	\$7,000	As Agreed	As Incurred	Third parties
Licenses, Fees and Deposits ⁹	\$3,000 to \$6,000	\$3,000 to \$6,000	\$3,000 to \$6,000	\$3,000 to \$6,000	Lump Sum	As Incurred	Utilities & Agencies
TOTAL	\$984,700 TO \$2,041,500	\$1,059,700 TO \$2,116,500	\$884,700 TO \$1,641,500	\$859,700 TO \$1,666,500			

For complete information, please refer to the May 1, 2018 Franchise Disclosure Document (FDD).