

## FRANCHISE DISCLOSURE DOCUMENT



Fed Up Kitchen Franchise, LLC  
a Utah Limited Liability Company  
2942 S. Connor St.  
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[Franchise@fedupkitchen.com](mailto:Franchise@fedupkitchen.com)  
<http://www.fedupkitchen.com>

As a Fed Up Kitchen™ franchisee, you will operate a meal prep business focused on a healthy lifestyle and on assisting clients to achieve their nutritional, fitness, and health goals.

The total investment necessary to begin operation of a Fed Up Kitchen™ franchised business is \$174,500 to \$510,500. This includes the \$32,500 to \$35,000 that must be paid to the franchisor or its affiliates.

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 to you. To discuss the availability of disclosures in different formats, contact [Franchise@fedupkitchen.com](mailto:Franchise@fedupkitchen.com).

The terms of your contract will govern your franchise relationship. Don't rely on this disclosure document alone to understand your contract. Read your entire contract carefully. Show your contract and this document to an advisor, like an attorney 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. 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.

Issuance Date: April 20, 2023

## How to Use This Franchise Disclosure Document

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

| QUESTION                                                                                 | WHERE TO FIND INFORMATION                                                                                                                                                                                                                                   |
|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>How much can I earn?</b>                                                              | 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 Exhibit "C." |
| <b>How much will I need to invest?</b>                                                   | Items 5 and 6 list fees that 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.                                                               |
| <b>Does the franchisor have the financial ability to provide support to my business?</b> | Item 21 or Exhibit "B" includes financial statements. Review these statements carefully.                                                                                                                                                                    |
| <b>Is the franchise system stable, growing, or shrinking?</b>                            | Item 20 summarizes the recent history of the number of company-owned and franchised outlets.                                                                                                                                                                |
| <b>Will my business be the only Fed Up Kitchen™ business in my area?</b>                 | Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.                                                                                                               |
| <b>Does the franchisor have a troubled legal history?</b>                                | Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.                                                                                                                        |
| <b>What's it like to be a Fed Up Kitchen™ franchisee?</b>                                | Item 20 or Exhibit "C" lists current and former franchisees. You can contact them to ask about their experiences.                                                                                                                                           |
| <b>What else should I know?</b>                                                          | 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.                                                     |

## What You Need to Know About Franchising *Generally*

**Continuing responsibility to pay fees.** You may have to pay royalties and other fees even if you are losing money.

**Business model can change.** The franchise agreement may allow the franchisor to change its manuals and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

**Supplier restrictions.** You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

**Operating restrictions.** The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

**Competition from franchisor.** Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

**Renewal.** Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

**When your franchise ends.** The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

## **Some States Require Registration**

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Exhibit “E.”

Your state may also have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## Special Risks to Consider About *This* Franchise

Certain states require that the following risk(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement requires you to resolve disputes with the franchisor by mediation, arbitration and/or litigation only in Salt Lake City, Utah. Out-of-state mediation, arbitration, or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to mediate, arbitrate, or litigate with the franchisor in Salt Lake City, Utah than in your own state.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

## TABLE OF CONTENTS

| ITEM NO.                                                                            | PAGE NO. |
|-------------------------------------------------------------------------------------|----------|
| 1. The Franchisor and any Parents, Predecessors, and Affiliates.....                | 8        |
| 2. Business Experience.....                                                         | 10       |
| 3. Litigation.....                                                                  | 10       |
| 4. Bankruptcy.....                                                                  | 10       |
| 5. Initial Fees.....                                                                | 10       |
| 6. Other Fees.....                                                                  | 11       |
| 7. Estimated Initial Investment.....                                                | 17       |
| 8. Restrictions on Sources of Products and Services.....                            | 20       |
| 9. Franchisee's Obligations.....                                                    | 23       |
| 10. Financing.....                                                                  | 24       |
| 11. Franchisor's Assistance, Advertising, Computer Systems, and Training.....       | 24       |
| 12. Territory.....                                                                  | 35       |
| 13. Trademarks.....                                                                 | 38       |
| 14. Patents, Copyrights and Proprietary Information.....                            | 40       |
| 15. Obligation to Participate in the Actual Operation of the Franchise Business.... | 41       |
| 16. Restrictions on What the Franchisee May Sell.....                               | 43       |
| 17. Renewal, Termination, Transfer and Dispute Resolution.....                      | 43       |
| 18. Public Figures.....                                                             | 50       |
| 19. Financial Performance Representations.....                                      | 50       |
| 20. Outlets and Franchisee Information.....                                         | 52       |

| ITEM NO.                      | PAGE NO. |
|-------------------------------|----------|
| 21. Financial Statements..... | 54       |
| 22. Contracts.....            | 55       |
| 23. Receipts.....             | 55       |
| Addenda of State Regulations  |          |

#### EXHIBITS

- A. Franchise Agreement and its Exhibits
- B. Financial Statements
- C. Schedule of Franchisees
- D. List of Agents for Service of Process
- E. List of State Agencies Responsible for Franchise Disclosure and Registration Laws
- F. Table of Contents to Our Operations Manual
- G. Area Development Agreement
- H. Release Agreement
- I. Signing Checklist

#### RECEIPTS

## FRANCHISE DISCLOSURE DOCUMENT

### ITEM 1

#### THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

##### The Franchisor

The name of the franchisor is Fed Up Kitchen Franchising, LLC. In this disclosure document Fed Up Kitchen Franchise, LLC is referred to as “we” or “us” or “our” or “Fed Up Kitchen,” “franchisee,” “you” or “yours” means the person or persons, individually and collectively, who buys the franchise from us and includes the current and future owners of a franchisee that is a corporation, partnership, or other entity.

Our limited liability company was organized on June 17, 2021 in the state of Utah under the name Fed Up Kitchen Franchise, LLC. Our principal place of business is 2942 S. Connor St., Salt Lake City, Utah 84109. Our agents for service of process in various states are disclosed in Exhibit “D.”

##### Franchisor’s Business Activities

We do not have any other business activities other than franchising the Fed Up Kitchen™ brand, and we do not do business under any name other than Fed Up Kitchen Franchise, LLC or Fed Up Kitchen™. As of the date of this disclosure document, we have not offered for sale or sold franchises in any other line of business. In addition, we did not begin offering or selling franchises under the Fed Up Kitchen™ brand until June 2022.

##### Parent, Affiliate, and/or Predecessors

We have no parents, predecessors or affiliates required to be disclosed in this Item.

##### Franchise Offered

We license and train others to operate Fed Up Kitchen™ businesses. A Fed Up Kitchen™ business is a meal prep business focused on a healthy lifestyle and on assisting clients to achieve their nutritional, fitness, and health goals. As a franchisee, you will offer clients health goal consultations and meal prep program options, generally from 1 to 4 meals per day for 30, 60, or 90 days. The type of meal and the size of each meal is dependent upon the client’s age, height, weight, and health goals, and whether the meal plans are for an individual or a family.

Clients will be able to pick up their meals on certain days of the week at your main location, or at a drop-off location if we approve of you having additional drop-off locations. We may also allow or require you to provide home delivery and/or catering services.

The grant of a Fed Up Kitchen™ franchise authorizes you to engage in our complete system under the name Fed Up Kitchen™ and other proprietary marks. You will be required to purchase specific food products, materials, supplies and equipment and to strictly follow our recipes, systems, standards, methods and procedures in the operation of your franchise business that are described in more detail in our franchise agreement attached as Exhibit “A” to this disclosure document.



## Area Development Agreement

You also may enter into an area development agreement with us for the development of additional franchise units (see Exhibit “G”). The size of the development area, and the number of units to be developed are negotiable. You will be required to sign our then-current franchise agreement for each unit as developed, which terms may differ from the current franchise agreement included with this FDD. Unless specifically stated otherwise, the disclosures for an area development are the same as for a single unit.

## General Description of Market and Competition

The general market for meal preparation businesses is well-developed and competitive. You will typically compete with other established meal preparation businesses. There are many of these competitors from large national companies to small independent operators. You may also encounter competition from other Fed Up Kitchen™ franchises operated by us or other franchisees outside your territory.

## Laws and Regulations

You are required to follow all laws and regulations that apply to business generally. In addition to laws and regulations that apply to businesses generally, your business is subject to federal, state, and local health and consumer protection laws and other regulations and guidelines governing the food service industry. The Food and Drug Administration, the United States Department of Agriculture and food industry organizations, including the National Restaurants Association, have established rules affecting this industry. To operate your franchise, each of your employees must have a current food handler’s license. Some states required a manager to have a Food Safety Manager Certification.

You must investigate local zoning rules because they may limit where you can locate your franchise business and may affect the design features including the building façade and signs. You should also be aware of federal, state, and local environmental laws about the disposal of waste materials and packaging. You may be required by local law to participate in a recycling program, which may require that you register and make ongoing fee payments. State or federal entities may require you to have a permit as a water provider.

At your cost and expense, you must investigate and ensure that you comply with all payment card industry (“PCI”) and data security standard (“DSS”) standards, regulations, and requirements. You are not permitted to collect, store, transfer, etc., any unnecessary customer information. Additional information can be found at <https://www.pcisecuritystandards.org/>.

The details of state, county and local laws and regulations vary from place to place. It is your responsibility to research these matters. Please be aware that the changes in these laws may increase the cost to operate your business. You are solely responsible to determine what local or state regulations, permits and licenses you will need to comply with and/or obtain to conduct the franchise business in a particular state, city or town.

## **ITEM 2 BUSINESS EXPERIENCE**

### Ryan Laws - CEO

Ryan has been our CEO since August 2021. Prior to joining Fed Up Kitchen, from December 2013 to July 2021, Ryan was the President and then the CEO of Pro Image Sports Franchise, which is a sports apparel, headwear, and sports novelty franchise business with over 140 franchises in the US, Canada, and the Dominican Republic. Pro Image Sports Franchise is based out of Centerville, Utah.

### Linzie Clawson – Co-Founder and Advisor

Linzie has been an advisor to our company since August 2021. Linzie co-founded the Fed Up Kitchen concept in 2014. She has been an owner of Fed Up Inc. in Santa Clara, Utah since November 2014, and Fed Up Inc. currently operates Fed Up Kitchen locations in Utah and Nevada.

### Aaron Jeffrey – Co-Founder and Advisor

Aaron has been an advisor to our company since August 2021. Aaron co-founded the Fed Up Kitchen concept in 2014. He has been an owner of Fed Up Inc. in Santa Clara, Utah since November 2014, and Fed Up Inc. currently operates Fed Up Kitchen locations in Utah and Nevada.

## **ITEM 3 LITIGATION**

Other than described above, no litigation is required to be disclosed in this Item.

## **ITEM 4 BANKRUPTCY**

Other than the above, no bankruptcy is required to be disclosed in this Item.

## **ITEM 5 INITIAL FEES**

### Initial Franchise Fee

On the signing of the franchise agreement, all franchisees pay an initial franchise fee of \$30,000. The initial franchise fees are uniform for all franchisees. The initial franchise fee is payable in a lump sum upon signing the franchise agreement.

### Additional Franchise Purchases

During the term of your franchise, you may purchase additional franchises for the reduced franchise fee of \$15,000, and you must sign the then-current franchise agreement. This option will only be available to you if there are franchise territories available, you meet our then-current criteria for new franchisees, you are current and not in default of your franchise agreement, and, in our sole discretion, we determine to sell you another franchise.

### Area Development Agreement

If you enter into an area development agreement, you must pay the initial franchise fee in full for each unit to be developed (\$30,000 for the first unit and \$15,000 for additional units). You will be required to sign the then-current franchise agreement for each unit as they are developed.

### Initial Training

There is no training fee for up to 2 attendees, and we allow up to 3 extra attendees for an additional fee of \$250 per attendee. You will be responsible to cover the cost of travel, food, and lodging for your attendees to attend the initial training.

### Opening Assistance

We will send up to 2 representatives to assist with your opening for approximately 4 to 6 days. The opening assistance fee is \$2,500, and we cover the cost of our representatives' travel, food, and lodging cost during this training.

### Grand Opening Marketing

You have the option to pay us a fee of \$2,500 for us to promote your grand opening. This fee is due in full at the time of signing up for this service.

### Uniformity and Refunds

These costs and fees are uniform and are non-refundable for all franchisees.

## **ITEM 6 OTHER FEES**

| <b>TYPE OF FEE</b>     | <b>AMOUNT</b>     | <b>DUE DATE</b>                                                   | <b>REMARKS</b>                                                                                                                                                                                                           |
|------------------------|-------------------|-------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Royalty <sup>1.5</sup> | 6% of gross sales | Payable monthly to be received by the 10th of the following month | Gross sales include all revenue from the franchise business but do not include sales tax. We require royalties to be paid in accordance with our electronic funds transfer or automatic withdrawal program as developed. |

|                                                            |                                                                                    |                                                                              |                                                                                                                                                                            |
|------------------------------------------------------------|------------------------------------------------------------------------------------|------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Brand Development Fund Fee <sup>1</sup>                    | 1% of gross sales                                                                  | Same as royalties                                                            | See Note 3.                                                                                                                                                                |
| Advertising Cooperative <sup>1</sup>                       | \$500 per month payable to the co-op, if established by us                         | Payable in accordance with the advertising cooperative's governing documents | If we form a local advertising co-op in your area, any marketing expenditures you make through the co-op is credited towards fulfilling your local advertising obligation. |
| Late Charges <sup>1,5</sup>                                | \$25 per day (up to \$500 per late fee)                                            | Payable with royalty or on demand                                            | Charges begin to accrue after the due date of any required payment or report.                                                                                              |
| Non-Sufficient Funds Fee <sup>1,5</sup>                    | \$50 per bounced check or draft, or the maximum allowed by state law               | Payable with royalty or on demand                                            |                                                                                                                                                                            |
| Interest on Late Fees and Reports <sup>1</sup>             | 18% interest or maximum rate permitted by state law                                | Payable with royalty or on demand                                            | Interest begins to accrue on the total amount (fee plus any late charge) after the due date of any required payment or report.                                             |
| Sales or Use Tax <sup>1</sup>                              | Sum equal to tax imposed                                                           | Upon demand                                                                  | If a sales, use, or value added tax is assessed on fees you pay to us, you must also pay us the applicable tax when invoiced.                                              |
| Audit Charge <sup>1</sup>                                  | Cost of audit                                                                      | On billing                                                                   | Payable only if an audit shows an understatement of 2% or more of gross sales for the time period audited or records are unorganized or unavailable.                       |
| System Non-Compliance Fines and Charges <sup>1,2,4,5</sup> | Amounts to be specified in our manuals, currently ranging between \$50 and \$1,000 | As incurred                                                                  | See Note 6.                                                                                                                                                                |
| Technology Fee <sup>1</sup>                                | Currently, \$200 per month                                                         | Monthly                                                                      | This fee is for the use of our CRM, maintenance of the website and other chosen technology. We may increase this fee to account for new technologies and increased costs.  |

|                                                   |                           |                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|---------------------------------------------------|---------------------------|--------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Sales Commission Fee <sup>1,5</sup><br>(Optional) | 10% of the sales price    | Same as royalties              | You have the option to hire us (which may be provided through our affiliate) to perform sales services for you. In such case, the fee would be 10% of the sales price for each sale made.                                                                                                                                                                                                                                                                                                                                     |
| Client Consultations (Optional) <sup>1,5</sup>    | Currently, \$50 per hour  | As incurred                    | Upon your reasonable request, and depending on availability, we may assist you with client consultations.                                                                                                                                                                                                                                                                                                                                                                                                                     |
| Additional Training <sup>1,6</sup>                | \$250 per day, per person | Upon billing                   | <p>Depending on advanced notice and our availability, you may request additional training. In such case, you will also be required to pay all the travel, lodging, food, and other expenses of your attendees or our representatives during this additional training. We reserve the right to limit additional training.</p> <p>We can also require you to attend refresher training classes if you do not pass our inspections, your location is under performing, or otherwise determined by us in our sole discretion.</p> |
| Replacement Training <sup>1,5</sup>               | \$250 per day             | In advance of training         | Any new operating principal must complete the initial training program before taking over as operating principal. New managers may be trained by your operating principal, but we can also require your managers to be trained by us if we reasonably believe such training would be in the best interest of your franchise. You will be required to pay the associated travel, food, and lodging associated with such training.                                                                                              |
| Rescheduling Fee <sup>1,5</sup>                   | \$500                     | As incurred, prior to training | You will be charged this fee if you reschedule or cancel an in-person training less than 2                                                                                                                                                                                                                                                                                                                                                                                                                                    |

|                                                       |                                                              |                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------|--------------------------------------------------------------|------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                       |                                                              |                                                      | weeks from the scheduled date.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Insurance Reimbursement Fee <sup>1</sup>              | Varies                                                       | Upon demand                                          | You are required to hold and maintain your own insurance, but in the event you fail to do so, we have the right to obtain insurance on your behalf, and you are required to reimburse us the premium payments, plus an administration fee of \$50 per hour.                                                                                                                                                                                                                                                               |
| PCI and DSS Audit Reimbursement Fee <sup>1</sup>      | Costs of the audit                                           | Upon demand                                          | You must reimburse us all costs related to an audit for your non-compliance with PCI and DSS requirements.                                                                                                                                                                                                                                                                                                                                                                                                                |
| Conference or Seminar Fee <sup>1,5</sup>              | \$500 to \$1,500                                             | At time of registering for the conference or seminar | You will also be required to pay all your travel, lodging, food, and other expenses for each of your attendees.                                                                                                                                                                                                                                                                                                                                                                                                           |
| Interim Management Fee <sup>1</sup>                   | 5% of gross sales                                            | Time of service                                      | Payable if we elect to operate your business during your unapproved closing, unapproved absence, incapacity, death, or after you have been given a notice of default and failed to cure. You must also pay all travel, lodging, food and other expenses for our representative(s) and other expenses that may be incurred by us to perform such services, plus royalties, advertising fees and other applicable fees. This interim management period will not last more than 6 months unless otherwise agreed between us. |
| Additional Copies of Marketing Materials <sup>1</sup> | Our costs, plus 10%, and the costs for shipping and handling | Time of delivery                                     | We may develop and provide you samples of marketing and promotional materials.                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| Fees on Default <sup>1,2</sup>                        | Our costs associated with your default                       | On demand, as incurred                               | Paid in addition to other payments to us.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |

|                                                       |                                                                                                                                     |                                  |                                                                                                                                                                                                                          |
|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Prepaid Services Reimbursement Fee <sup>1,5</sup>     | Amount of your unredeemed customer gift cards and prepaid services plus an admin fee of \$50 per hour                               | Upon demand                      | Due upon termination or transfer of your franchise agreement.                                                                                                                                                            |
| Post-Termination Fees and Damages <sup>1</sup>        | Varies                                                                                                                              | Upon demand                      | Paid in addition to other payments to us.                                                                                                                                                                                |
| Early Termination Liquidated Damages <sup>1</sup>     | Average royalty from the previous 12 months multiplied by the lesser of 24 months or the remaining term of your franchise agreement | Upon termination                 | Payable if your franchise agreement is terminated prior to the expiration of the term. This is only to compensate for lost royalties and is not our only remedy.                                                         |
| Franchise Agreement Transfer Fee <sup>1</sup>         | \$5,000                                                                                                                             | At time of approved transfer     | Payable when you sell your franchise and prior to our signing any approval or new agreement.                                                                                                                             |
| Minority Interest Transfer Fee <sup>1</sup>           | Our legal fees and administrative costs related to the transfer                                                                     | On demand                        | This fee applies to transfers of up to 40% of your franchisee entity—cumulative during the term of the franchise agreement. All guarantors will remain guarantors unless otherwise released by us. Subject to state law. |
| Transferee Training Fee <sup>1</sup>                  | \$15,000                                                                                                                            | At time of approved transfer     | Any transferee must pay us this initial training fee to have us train the transferee.                                                                                                                                    |
| Area Development Agreement Transfer Fees <sup>1</sup> | \$10,000                                                                                                                            | At the time of approved transfer | Payable when you sell your area development agreement and prior to our signing any approval or new agreement with the transferee.                                                                                        |
| Non-Compete Violations <sup>1,5</sup>                 | \$1,000 per day for each competing business                                                                                         | Upon demand                      | This fee is applied if you violate the non-compete covenants in the franchise agreement or any related agreements or if you use our system without our express                                                           |

|                                      |        |                          |                                                                                                                                                                         |
|--------------------------------------|--------|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                      |        |                          | written permission or approval.                                                                                                                                         |
| Indemnification <sup>2</sup>         | Varies | As incurred or on demand |                                                                                                                                                                         |
| Dispute Resolution Fees <sup>1</sup> | Varies | As incurred or on demand | You are required to pay half of the mediation or arbitration fees. Additionally, the prevailing party will be entitled to reimbursement of its legal fees and expenses. |

## NOTES

<sup>1</sup> Royalty and Fees. Except as shown in the remarks column, all fees are uniformly imposed and payable to us. All fees payable to us or an affiliate are non-refundable. You should verify with any third-party payee whether such payments, deposits, or fees are refundable or not. If a sales or similar tax is assessed on the royalties or marketing fees, you may be required to pay us or the taxing authority the amount of this tax.

We have the right to require you to establish a bank sweep, draft or other similar type of electronic funds transfer ("EFT") account in which you must deposit the gross sales of your outlet (not including local sales & use taxes) which account we may automatically access for any payment due to us. You must pay all service charges and fees charged to you by your bank so that we may electronically debit your bank account. You cannot close or terminate any EFT account without receiving our prior written consent. If you fail to timely report gross sales, we may sweep an estimated amount of fees due to us. You will be responsible to pay us any amount owing if we underestimate your payment to us, and we will credit you with any overage that we charge. If you enter into an area development agreement or open multiple units, these fees will apply, respectively, to each separate unit.

<sup>2</sup> Indemnification. You must defend, indemnify, and hold us harmless from any and against any and all losses, liabilities, damages, costs and expenses, including reasonable attorney's fees arising out of or related to, or in any way connected with you or your acts, errors or omissions in the operation of your franchise business. You are not required to indemnify us for liability caused by our willful misconduct or gross negligence.

<sup>3</sup> Advertising Fees. Advertising fees are paid into the brand development fund. The brand development fund fee may be used by us for one or more national or regional marketing and brand development programs, as we choose. These fees are uniformly imposed among our franchisees. You must also spend at least \$500 per month on local advertising in your area. We have the right to increase this requirement by up to \$1,000 per month. We will waive this requirement if you reach at least \$100,000 in average monthly sales. We can require you to spend this amount again each month if your average monthly sales drop below \$100,000 for 3 or more months.

<sup>4</sup> System Non-Compliance. We have the option to issue you a fine for certain violations of the franchise agreement and/or manuals. The amount of the fine will be set forth in the manuals. If you do not correct the violation within the time required by us, we have the right to put you in default. All fines are to be paid in accordance with our electronic funds transfer or automatic withdraw program.



<sup>5</sup> Fee Increases. We may increase this Fee by up to 10% per year during the term of your franchise agreement to adjust to increased costs. Costs charged by third parties are subject to change at any time and do not have an annual cap.

## ITEM 7 ESTIMATED INITIAL INVESTMENT

### YOUR ESTIMATED INITIAL INVESTMENT

| TYPE OF EXPENDITURE                                              | LOW AMOUNT | HIGH AMOUNT | METHOD OF PAYMENT | WHEN DUE                             | TO WHOM PAYMENT IS TO BE MADE                      |
|------------------------------------------------------------------|------------|-------------|-------------------|--------------------------------------|----------------------------------------------------|
| Initial franchise fee <sup>1</sup>                               | \$30,000   | \$30,000    | Lump Sum          | Upon signing the franchise agreement | Us                                                 |
| Initial training <sup>2</sup>                                    | \$5,000    | \$10,000    | As incurred       | Prior to and during training         | Airlines, hotels and restaurants                   |
| Real estate and improvements <sup>3</sup>                        | \$30,000   | \$200,000   | As incurred       | As negotiated                        | Suppliers and contractors                          |
| Rent <sup>4</sup><br>(3 months of rent, plus a security deposit) | \$12,000   | \$40,000    | As incurred       | As negotiated                        | Landlord                                           |
| Equipment, furniture, fixtures, décor, and supplies <sup>5</sup> | \$60,000   | \$120,000   | As incurred       | As negotiated                        | Suppliers                                          |
| CRM, POS system, computer hardware, and software <sup>6</sup>    | \$3,000    | \$6,000     | As incurred       | As negotiated                        | Affiliates and suppliers                           |
| Signs <sup>7</sup>                                               | \$4,000    | \$12,000    | As incurred       | As negotiated                        | Suppliers                                          |
| Vehicle <sup>8</sup>                                             | \$0        | \$30,000    | As incurred       | As negotiated                        | Suppliers                                          |
| Vehicle wrap <sup>9</sup>                                        | \$0        | \$5,000     | As incurred       | As incurred                          | Suppliers                                          |
| Miscellaneous costs <sup>10</sup>                                | \$2,500    | \$5,000     | As incurred       | As incurred                          | Suppliers, government departments, utilities, etc. |
| Opening inventory <sup>11</sup>                                  | \$5,000    | \$10,000    | Lump sum          | As negotiated                        | Suppliers                                          |
| Grand opening assistance fee <sup>12</sup>                       | \$5,000    | \$5,000     | As incurred       | Before opening                       | Us                                                 |
| Grand opening marketing <sup>13</sup>                            | \$5,000    | \$7,500     | As incurred       | As negotiated                        | Suppliers                                          |

|                                           |           |           |             |               |                            |
|-------------------------------------------|-----------|-----------|-------------|---------------|----------------------------|
| Advertising – 3 months <sup>14</sup>      | \$3,000   | \$5,000   | As incurred | As negotiated | Suppliers                  |
| Additional funds – 3 months <sup>15</sup> | \$10,000  | \$25,000  | As incurred | As incurred   | Suppliers, employees, etc. |
| TOTAL <sup>16</sup>                       | \$174,000 | \$510,500 |             |               |                            |

## NOTES

<sup>1</sup> Initial Franchise Fee. The initial franchise fee is non-refundable, and we do not finance any portion of the fee.

<sup>2</sup> Initial Training. We anticipate that you will have and that you will have 1 to 2 people attend training. These costs will vary widely as a function of the distance traveled and the choice of accommodations, meals, and transportation.

<sup>3</sup> Real Estate. This estimate includes the cost for construction to build out your location according to our specifications. You are not required to lease newly constructed space. Costs of improvements vary widely based on location, terms of the lease, the total area of your space as well as construction and material costs. Your landlord may provide you with a tenant improvement allowance as part of your lease. You should review these costs with a local contractor, commercial real estate agent and other professionals.

You must use our required supplier to create design plans for you, which must be used by your architect and engineer to create your construction plans. You must pay a local architect and engineer to complete the preliminary plans, and these estimates include the architect's fees to prepare the full stamped set of floor plans, plans and specifications to include mechanical, plumbing, and electrical engineering as necessary to satisfy city, state, and local building codes and to construct the improvement for your Fed Up Kitchen™ franchise business. We must also approve of your general contractor.

<sup>4</sup> Rent. Your space will vary depending on your needs, but we estimate you will need approximately 1,500 to 2,000 square feet, and we estimate your lease to be \$24 to \$60 per square foot, per annum. Our estimates include a security deposit and 3 months of rent. You are encouraged to negotiate a “free rent” period for the time it takes to build out your business. You may be able to negotiate additional free rent or reduced rent periods after opening as well. We expect that you will rent your location. If you choose to purchase real estate instead of renting, your costs will be significantly different.

<sup>5</sup> Equipment, Furniture, Fixtures, Décor, and Supplies. Included in this estimate are the cost of kitchen equipment, mixers, utility sinks, counters and shelving, refrigeration, freezers, utility shelving, millwork, chairs, tables, interior design, convection ovens, warmers, lighting, interior signage, equipment consolidation fees, management fees, and optional equipment installation fees. This estimate also includes office supplies, gift cards, uniforms, and small wares. All purchase agreements or leases must be negotiated with suppliers. For any items purchased from us, we require immediate payment.

<sup>6</sup> CRM, POS System, Computer Hardware, and Software. Included in this estimate are the cost of a CRM, accounting software, Microsoft Word Office Suite, phone software, desktop

computer, tablet computers, printer and label printer, bar code scanners and a credit card reader.

<sup>7</sup> Signs. Subject to landlord and government restrictions, 2 signs are required. At least 1 exterior and 1 interior sign(s) displaying the trademark are required. These signs may be made locally. All signs must conform to our specifications. You must use the location's monument sign if available.

<sup>8</sup> Vehicle. If you have drop off locations, or you provide catering or home deliveries, you are required to purchase or lease a service vehicle. Your vehicle, which must be a van unless otherwise approved by us, must be in good condition and repair with no external damage or unreasonable wear and tear, must not be more than 7 years old, must accommodate all the equipment needed in your franchise business, and must be approved by us. We can also require you to provide catering services or drop off locations and purchase a service vehicle.

<sup>9</sup> Vehicle Wrap. You are required to wrap your service vehicle used in the operation of your franchise business with a high-quality wrap marketing your franchise business as directed by us. Your vehicle must be wrapped before you may use the vehicle in your business. You must keep your vehicle wrap in good condition, free from unsightly or unprofessional wear and tear.

<sup>10</sup> Miscellaneous Costs. These miscellaneous costs include legal fees, utility set up fees, business entity organization expenses, employee training, deposits, insurance and licenses. The cost of insurance may vary depending on the insurer, the location of your franchise business, and your claims history. We strongly recommend that you hire a lawyer, accountant, or other professional to advise you on this franchise offering. Rates for professionals can vary significantly based on locale, area of expertise and experience.

<sup>11</sup> Opening Inventory. The range in cost depends upon the size of your franchise business, as well as estimated initial business volume. Opening inventory items include: food containers; branded food bags; meal labels; food items; cups, lids, straws, cupholders, etc. This is only an initial supply and will require replenishment on a regular on-going basis based on the volume of sales for your franchise business.

<sup>12</sup> Grand Opening Assistance Fee. We will send up to 2 representatives to provide you with 4 to 6 days of opening assistance during your grand opening. Our representatives will be at your franchise business and assist you with the various aspects of your grand opening. We cover the cost of our representatives' travel, food, and lodging cost during this training.

<sup>13</sup> Grand Opening Marketing. This estimates the cost to promote your grand opening. You must spend a minimum of \$5,000 on marketing your grand opening. You have the option to pay us a fee of \$2,500 for us to promote your grand opening. This fee is due in full at the time of signing up for this service.

<sup>14</sup> Advertising. This estimates the cost of advertising for the first 3 months after opening.

<sup>15</sup> Additional Funds. This estimates your operating expenses during your first 3 months of operations, not including cash flows. You must maintain a minimum of \$10,000 in your operating account at all times for business emergencies; provided that in any 30-day

period, the operating account may have less than such amount for a period of not more than 10 days. You are required to provide us with view-only access to your operating account. Additionally, if you elect to finance your investment, you need to account for the additional costs of repaying that financing. We have relied upon the experience of our principals to compile these estimates.

<sup>16</sup> **Total.** These figures are estimates for the development of a single franchise unit, and we cannot guarantee that you will not have additional expenses starting your franchise business. You should review these figures in Item 7 carefully with a business advisor before making any decision to purchase the franchise. All purchase agreements or leases must be negotiated with suppliers. For any items purchased from us or an affiliate, we require immediate payment. We do not offer direct or indirect financing for any item. All fees and payments payable to us or an affiliate are non-refundable. You should verify with any third-party payee whether such payments, deposits, or fees are refundable or not. If you enter into an area development agreement, then you can expect similar costs for each unit to be developed, but we anticipate you will develop your units over time according to the development schedule rather than all at once.

## **ITEM 8**

### **RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES**

#### Approved Suppliers, Proprietary Products and Required Purchases

You must operate your franchise business according to our system as outlined in the franchise agreement and the manuals, including purchasing or leasing certain items or services according to our specifications and/or from approved suppliers, which could be us or our affiliates. You must not deviate from these specifications without our prior written consent.

You must purchase or lease the following products and services from us, other sources designated or approved by us, or according to our specifications as set forth in the manuals:

| <b>Item or Service</b>               | <b>Is the franchisor or an affiliate an approved supplier of this item</b> | <b>Is the franchisor or an affiliate the only approved supplier of this item?</b> |
|--------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------------------------------------------|
| Food items                           | No                                                                         | No                                                                                |
| Branded bags                         | No                                                                         | No                                                                                |
| Meal containers                      | No                                                                         | No                                                                                |
| Cups, lids, straws, cupholders, etc. | No                                                                         | No                                                                                |
| Furniture and fixtures               | No                                                                         | No                                                                                |
| Equipment                            | No                                                                         | No                                                                                |
| Computer hardware                    | No                                                                         | No                                                                                |
| CRM                                  | Yes                                                                        | Yes                                                                               |
| Labels                               | Yes                                                                        | No                                                                                |
| Swag items, uniforms, merchandise    | Yes                                                                        | Yes                                                                               |
| Artwork                              | Yes                                                                        | No                                                                                |
| Marketing                            | Yes                                                                        | No                                                                                |

|                              |    |    |
|------------------------------|----|----|
| Signage                      | No | No |
| Vehicle                      | No | No |
| Vehicle wrap                 | No | No |
| Food and safety training     | No | No |
| Payroll provider             | No | No |
| Accounting software          | No | No |
| Cleaning products            | No | No |
| Compliance monitoring system | No | No |
| Insurance                    | No | No |

We may also require you to purchase advertising materials from us or approved suppliers. We reserve the right for us or an affiliate to be an approved supplier or the only approved supplier of any of the items listed in the above table. Additionally, we reserve the right to require that all items used in the operation of your business be purchased from us or other sources designated or approved by us.

### Insurance

You must at all times during the entire term of the franchise agreement and at your own expense keep in full force, by advance payment(s), the following minimum insurance policies, obtained from a company rated "A-" or better by A.M. Best & Company, Inc.:

| Type of Insurance                             | Minimum Required Amount(s)                                                                                                                                  |
|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Commercial General Liability Insurance        | \$1,000,000 per occurrence and \$2,000,000 in the aggregate or leasehold minimum, whichever is greater                                                      |
| Property Insurance                            | 100% of the full replacement cost against loss or damage from fire and other risks normally insured against in extended risk coverage                       |
| Commercial Automobile Insurance               | At least \$1,000,000 (combined single limit for personal injury, including bodily injury or death, and property damage)                                     |
| Data Breach & Cyber Security Breach Insurance | \$500,000 per occurrence and \$1,000,000 aggregate                                                                                                          |
| Umbrella Insurance                            | Excess "umbrella" liability with a limit of not less than \$1,000,000                                                                                       |
| Government Required Insurances                | You must maintain and keep in force all worker's compensation and employment insurance on your employees that is required under all federal and state laws. |

These policies (excluding worker's compensation) will insure you, us, and our officers, directors and nominees as additional insureds against any liability that may accrue by reason of your ownership, maintenance or operation of the franchise business. These policies will stipulate that we will receive a 30-day written notice prior to cancellation or termination, and we must receive a 30-day notice of any modification. Original or duplicate copies of all insurance policies, certificates of insurance, or other proof of insurance acceptable to us must be furnished to us together with proof of payment prior

to you beginning operations. Our insurance coverage requirements are only minimums. You need to make an independent determination as to whether increased amounts or additional types of insurance are appropriate.

If you fail to obtain or maintain insurance, we may obtain insurance for you, and you will pay us the premium costs, plus an administration fee of \$50 per hour for our time. We may periodically modify or adjust the amounts of coverage required and/or require different or additional coverage. We do not derive revenue as a result of your purchase of insurance. We recommend you consult with your insurance agent prior to signing the franchise agreement.

If your premises are damaged and covered by insurance, you must use the proceeds to restore the facility to its original condition within 160 days from receiving the proceeds unless we consent otherwise in writing.

### Approved Suppliers

We may enter into contracts with suppliers for items or services purchased by our franchisees. Pursuant to these contracts, you will be required to purchase items or services from the approved suppliers.

All currently approved suppliers and specifications are made available to you before the beginning of operations. We consider our approved suppliers and specifications to be of critical importance to the success of the system. You must receive our prior written approval to deviate in any manner from our specifications. At our discretion, we may revoke our approval from an approved supplier upon 30 days' written notice to you.

### Ownership in Approved Suppliers

None of our officers have a direct ownership interest in any of our suppliers.

### Revenue to Us and Our Affiliates from Required Purchases

We or our affiliates may derive income from required purchases or leases of goods or services made by our franchisees from approved sources. We have currently negotiated a 10% discount for our franchisees for purchases from Sysco, and Sysco also gives us a rebate equal to 2% on franchisee purchases. We plan to use this 2% towards conventions, seminars, and other franchisee trainings.

In the year ending December 31, 2022, neither we nor an affiliate derived any revenues from the sale or lease of products and services purchased by our franchisees from required sources.

### Proportion of Required Purchases and Leases

We estimate that the portion of required purchases or leases will represent 80% to 90% of your overall purchases in opening your franchise business and 85% to 95% of your overall purchases in operating your franchise business.

### Non-Approved Suppliers

We do not allow you to submit alternative suppliers to be included on our list of approved suppliers.

### Standards and Specifications

We may issue new specifications and standards for any aspect of our brand system, or modify existing specifications and standards, at any time by revising our manuals and/or issuing new written directives (which may be communicated to you by any method we choose). We will generally (but are not obligated to do so) issue new or revised specifications only after thorough testing in our headquarters, in company-owned outlets, and/or a limited market test in multiple units.

Other than as stated above, there is no obligation for you, under the terms of the franchise agreement, to purchase or lease any goods or services regarding the establishment or operation of the franchise business from approved sources.

### Negotiated Arrangements

Additionally, at this time there are no purchasing or distribution cooperatives. We currently negotiate purchase arrangements with suppliers, including price and terms for the benefit of franchisees.

### Benefits Provided to You for Purchases

We do not provide material benefits to franchisees based on the franchisee's purchase of particular products or services or use of particular suppliers (e.g., grant renewals or additional franchises to franchisee's based on purchases).

## **ITEM 9 FRANCHISEE'S OBLIGATIONS**

**This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.**

|    | <b>Obligation</b>                                   | <b>Section in Agreement</b>                         | <b>Disclosure Document Item</b> |
|----|-----------------------------------------------------|-----------------------------------------------------|---------------------------------|
| a. | Site selection and acquisition/lease                | Section 4.1 and 4.2                                 | Item 11                         |
| b. | Pre-opening purchases/leases                        | Section 4.2 and paragraphs 6.1.3, 6.1.11 and 6.1.13 | Item 8                          |
| c. | Site development and other pre-opening requirements | Section 4.3                                         | Items 7 and 11                  |
| d. | Initial and ongoing training                        | Paragraph 6.1.4 and section 7.6                     | Item 11                         |
| e. | Opening                                             | Sections 4.4 and 7.5                                | Item 11                         |
| f. | Fees                                                | Article V                                           | Items 5, 6 and 7                |

|    |                                                         |                                            |                     |
|----|---------------------------------------------------------|--------------------------------------------|---------------------|
| g. | Compliance with standards and policies/operating manual | Section 6.2 and article IX                 | Items 8 and 11      |
| h. | Trademarks and proprietary information                  | Article III                                | Items 13 and 14     |
| i. | Restrictions on products/services offered               | Article VIII                               | Item 8 and 16       |
| j. | Warranty and customer service requirements              | Paragraph 6.1.2 and section 8.6            | Item 11             |
| k. | Territorial development and sales quotas                | Not Applicable                             | Item 12             |
| l. | Ongoing product/service purchases                       | Article VIII                               | Item 8              |
| m. | Maintenance, appearance and remodeling requirements     | Paragraph 6.1.9                            | Item 11             |
| n. | Insurance                                               | Paragraph 6.1.11                           | Item 8              |
| o. | Advertising                                             | Article X                                  | Items 6, 7 and 11   |
| p. | Indemnification                                         | Section 15.2                               | Item 6              |
| q. | Owner's participation/management/staffing               | Paragraphs 6.1.7 and 6.1.10                | Items 11 and 15     |
| r. | Records and reports                                     | Sections 5.4 and 5.5                       | Item 6              |
| s. | Inspections and audits                                  | Paragraphs 5.5.2, 6.1.13(ii) and 6.2.2(iv) | Items 6 and 11      |
| t. | Transfer                                                | Article XIV                                | Item 17             |
| u. | Renewal                                                 | Section 2.2                                | Item 17             |
| v. | Post-termination obligations                            | Section 12.1                               | Item 17             |
| w. | Non-competition covenants                               | Article XVI                                | Items 14, 15 and 17 |
| x. | Dispute resolution                                      | Article XVII                               | Item 17             |
| y. | Compliance with government regulations                  | Paragraph 6.1.1                            | Item 12             |
| z. | Guarantee of franchisee obligations                     | Section 6.3                                | Item 15             |

## ITEM 10 FINANCING

We do not offer direct or indirect financing. We do not guarantee your note, lease or obligation. However, There may be SBA financing available to assist with the purchase of this franchise.

## ITEM 11 FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS, AND TRAINING

**Except as listed below, Fed Up Kitchen Franchise, LLC is not required to provide you with any assistance.**



## Pre-Opening Assistance

### Before you open your franchise business, we will:

- 1) Designate your territory [franchise agreement section 1.1].
- 2) Approve of your site. However, we do not assist in locating a site. That is your responsibility. We must approve of your site before a lease is entered into or you begin construction. Our approval is based upon the following general criteria: access, appearance, traffic, general population, number of and types of businesses in the territory, parking, square feet and general vicinity [franchise agreement paragraph 4.1]. We do not prepare demographic studies or otherwise determine a need for our services or products within your territory or evaluate or guarantee the potential success of your proposed site. Site approval or disapproval should be completed by us and notice provided to you in writing, within 30 days or less after you have submitted a prospective site for our review [franchise agreement section 4.1].
- 3) Make available general written specifications for those items listed in Item 8. For purchase, delivery, and installation, you are required to work directly with the manufacturer or supplier of these items. We do not offer assistance in delivery or installation of any of these items [franchise agreement sections 8.1 and 8.6].
- 4) Provide you with the names of approved suppliers [franchise agreement section 7.2].
- 5) Provide you with basic design/layout plans for your franchise business. You must adapt your franchise business at your own expense, in accordance with local, state and federal laws, rules and ordinances, and you be required to hire a licensed architect or engineer to do so. We must approve your adapted plans before you begin construction. You are also responsible for obtaining any required permits. We do not provide assistance in the construction, remodeling, or decorating of your franchise business [franchise agreement section 7.1].
- 6) Loan you a copy or provide electronic access to our confidential manuals containing mandatory policies, operating procedures, and other information. The manuals are confidential, will remain our property, and may be used by you only in association with your Fed Up Kitchen™ franchise business and only during the term of the franchise agreement. You must keep the contents of the manuals confidential. The master copy of the manuals maintained by us will be controlling in the event of a dispute relative to the contents of the manuals. You may not copy any part of the manuals either physically or electronically. The table of contents of the operations manual is included as Exhibit “F” to this disclosure document. Our operations manual is in electronic format and is equivalent to approximately 51 pages [franchise agreement article IX].
- 7) We provide an initial training program for your operating principal and other owners and managers, described at the end of this Item 11 [franchise agreement paragraph 6.1.4].
- 8) We will send up to 2 representatives to provide you with 4 to 6 days of opening assistance during your grand opening. Our representatives will be at your

franchise business and assist you with the various aspects of your grand opening. However, we will not send any representatives to assist with your opening until you have sent us a valid certificate of occupancy and a business license. This opening assistance is mandatory [franchise agreement section 7.5].

#### Lease, Construction and Commencing Operations

You will have 4 months to have an approved site for your franchise business, and a lease must be in place within 6 months from the date of the franchise agreement. We must approve of your lease, and you are required to have the landlord consent to an assignment of the lease before the lease agreement is signed. Additionally, you are required to include our standard lease rider which is attached to the franchise agreement as part your lease [franchise agreement sections 4.1 and 4.2].

Construction must be started within 30 days from signing the lease and be completed within 10 months from the date of the franchise agreement. You are required to begin operations within 1 week after construction is complete [franchise agreement sections 4.3 and 4.4].

You must begin operations no later than 11 months from the date of your franchise agreement. You must give us at least 30 days' written notice before opening your franchise business. Failure to meet these deadlines may result in a termination of the franchise agreement without a refund [franchise agreement sections 4.4 and 4.6].

#### Estimated Length of Time Before Operation

It is estimated that the length of time between the signing of the franchise agreement with the accompanying payment of the initial franchise fee and the opening of your franchise business is approximately 6 to 11 months. Factors affecting this length of time usually include obtaining a satisfactory site, financing arrangements, construction, local ordinance compliance, training, and delivery and installation of furniture, fixtures, equipment, signs, and inventory items [franchise agreement article IV].

#### Assistance During Operation

##### During the operation of your franchise business, we will:

1) Provide you with updates to the manuals, which updates may be in the form of emails, newsletters, announcements, technical bulletins, or other written directives through means determined by us. We have the right to modify the manuals to reflect changes in the system including the development of products or services. The modifications may obligate you to invest additional capital in your franchise business and to incur higher operating costs. You must incorporate all such modifications within the time periods that we specify [franchise agreement section 9.1 and paragraph 6.2.2(ii)]. Other than modifications due to health or governmental mandates or guidelines, or public concerns, we will not obligate you to invest additional capital at a time when the investment cannot in our reasonable judgment be amortized during the remaining term of the franchise agreement [franchise agreement paragraph 6.2.2(iii)].

2) At your reasonable request or at our discretion, provide assistance either remotely or in person [franchise agreement section 7.3].

During the operation of your franchise business, we may:

1) Make periodic inspections of your franchise business, which may be done in person or through remote access such as video or live video conferencing. Upon our request, at all reasonable times, you will provide to us a video and/or digital images of the interior and exterior of your franchise business as set forth in the manuals [franchise agreement paragraph 6.2.2(iv)].

2) Hold conferences to discuss improvements, new developments, mutual concerns and business issues. If held, your operating principal is required to attend. We may charge a conference fee, and you would be required to pay all your travel and living expenses. These conferences will be held at various locations chosen by us [franchise agreement paragraph 6.1.14].

3) Conduct additional seminars, which may be through online webinars, videos, live video conferencing, phone conference or in person, to discuss improvements, new developments, mutual concerns, business issues, sales, marketing, personnel training, bookkeeping, accounting, inventory control and performance standards. We may charge a seminar fee, and you may be required to pay all your travel and living expenses. In-person seminars are normally held at our headquarters or as available at regional facilities [franchise agreement paragraph 6.1.14].

4) Provide you with such continuing assistance in the operation of the franchise business as we deem advisable [franchise agreement section 7.6].

5) To the degree permitted by law, suggest retail price, specify maximum and minimum pricing above and below which you will not provide any goods or services [franchise agreement paragraph 6.1.12]. You must honor all coupon, price reductions and other programs established by us [franchise agreement section 6.2.2(ii)].

6) Replace defective products purchased directly from us based on our standard limited warranty, if any. For items purchased through third parties, you must work directly with your supplier or manufacturer of such items regarding warranties, defective products, training and support [franchise agreement section 8.4 and 8.6].

7) At your expense, require you to repair, refinish, repaint, remodel, modernize, redecorate, or other refurbish your premises from time to time as we may reasonably direct, but not more often than every 5 years (except for required changes to the trademarks, which we may require at any time). You must implement within the time frames required by us [franchise agreement section 6.1.9].

8) Maintain a website for the Fed Up Kitchen™ brand that will include your business information and telephone number for your franchise [franchise agreement section 7.7].

9) Refine and develop products or services that you will offer to your customers [franchise agreement paragraph 6.2.2(iii)].

## Employment Matters

We do not assist you with the hiring, firing, managing or compensation of your employees. That is your responsibility. We may provide you with a sample employee guide or manual, but if we do, it will only be an example of certain employment matters unless otherwise indicated by us. It is your responsibility to comply with state and federal employment laws [franchise agreement paragraph 6.1.10].

## Advertising and Promotion

You are required to spend at least \$500 per month on local advertising. We must approve of your marketing. We may provide you with samples of marketing materials developed by us and provide new marketing techniques as developed. You may develop advertising and marketing materials for your use, at your cost, but all advertising and marketing material developed or used by you must have our prior written approval. Any advertising or marketing you create becomes our property and will be considered a “work-made-for-hire” that can be used by us or other franchisees without compensation to you. If you do not receive written approval or disapproval within 15 days of the date we received your submission of advertising materials, the materials submitted are deemed unapproved. We can revoke our approval of any marketing materials at any time in our sole discretion [franchise agreement sections 10.3 to 10.5].

## Marketing Plan

You are required to provide us an initial marketing disbursement plan at least 60 days prior to the opening of your franchise business. You are required to annually update your marketing disbursement plan and submit the updated plan to Us by December 31 of each year for the following year’s local marketing expenditures [franchise agreement paragraph 10.3.1].

## Advertising Fund

Although under the terms of the franchise agreement we are not obligated to conduct advertising for the franchise system, we currently do maintain and administer a national advertising, marketing and development fund (referred to as the brand development fund) for local, regional or national marketing or public relations program as we, in our sole discretion, may deem necessary or appropriate to advertise and promote the franchise system. We may utilize the brand development fund to develop and test various media and technologies for potential utilization and/or improvement of the system and marketing of the system [franchise agreement paragraph 10.1.2].

You must contribute 1% of your gross sales to the brand development fund. We and our affiliates (other than Fed Up Inc.) contribute to this fund on the same basis as the franchisees. We have no franchise businesses that do not contribute to the fund. Contributions by our franchisees to the brand development fund may not be uniform [franchise agreement paragraph 10.1].

We are responsible for administering the brand development fund, but we are not a fiduciary or trustee of the brand development fund. We will direct all uses of the fund, with

sole discretion over: 1) the creative concepts, materials, endorsements and media used (that may include television, Internet, radio, print, and other media and marketing formats as developed over time, as funds permit); 2) the source of the marketing or public relation efforts (that may be in-house or through an outside agency located locally, regionally or nationally); 3) the placement and allocation of these programs (that may be local or regional); and 4) the composition of all geographic territories and market areas for the development and implementation of these programs [franchise agreement paragraph 10.1.1].

We are not required to spend any amount on marketing directly in the area or territory where you are located. We do not guarantee that marketing expenditures from the brand development fund will benefit you or any other franchisee directly, on a pro rata basis, proportionally, or at all. We are not required to segregate the brand development fund from our general operating funds. We do not use marketing funds to solicit new franchisees [franchise agreement paragraph 10.1.2].

We may use the brand development fund to offset a portion of direct costs to manage and maintain the fund, including the payment of staff salaries and other expenses for those employees who may be involved in the brand development fund activities [franchise agreement paragraph 10.1.2].

Any unused marketing funds in any calendar year will be applied to the following year's fund. The brand development fund is unaudited. You may send us a written request to receive an unaudited annual report of marketing expenditures within 90 days of the end of our fiscal year [franchise agreement paragraph 10.1.2].

#### Advertising Expenditures in the Last Fiscal Year

We did not collect any brand development fund fees in 2022, and therefore, we do not have an accounting of the use of marketing funds in our prior fiscal year.

#### Brand Development Fund Council

No franchisee advertising council is anticipated at this time [franchise agreement paragraph 10.2].

#### Advertising Cooperative

You are required to participate in a local or regional advertising cooperative if established or approved by us. The area of any cooperative marketing association will be based on regions determined by us. Your marketing area is defined as a market with multiple Fed Up Kitchen™ locations, as determined by us. Upon the formation of an advertising cooperative, you will be deemed to be a member of that association as covers the area in which your franchise is located, and you will be bound by any decisions made by the association upon a majority vote by voting members. You and other franchisees in the cooperative will be responsible for the administration of the association. Governing documents will be provided by us or by the cooperative and approved by us. At this time, these governing documents are not available. Voting will be on the basis of one vote per franchise location in good standing and one vote per or company-owned /affiliate location within the cooperative. If we control the voting in a cooperative, we will not require

individual contributions to be more than \$1,500 per month unless otherwise agreed by all the members of the cooperative. You and other franchisees within the cooperative will be required to make contributions pro rata based on the number of units in the cooperative. The timing and amount of this contribution may vary according to the vote and rules of the advertising cooperative. We and our affiliates (other than Fed Up Inc.) contribute to advertising cooperatives on the same basis as the franchisees. The cooperative will be required to prepare unaudited annual financial statements, and these will be available for review by all franchisees in the cooperative and us. We have the power to require cooperatives to be formed, changed, dissolved or merged at any time [franchise agreement section 10.2].

#### Other Marketing Funds

At this time, you are not required to participate in any other marketing funds.

#### The Internet

You may not create a website for your franchise business. However, we may allow you to place pre-approved information concerning your franchise business on our website, as developed by us. You cannot engage in marketing on the Internet, including posting for re-sell, items on third party re-sell or auction-style websites such as eBay, Craigslist or Amazon without our prior written permission. You may not claim any web listing on sites such as Yelp. We have the right (but not the obligation) to manage and control all online reviews for your franchise [franchise agreement paragraph 10.6.1].

#### Social Media

We will own the social media accounts related to the brand, but we may provide you access to the social media account for your location for certain management responsibilities and functions. You cannot change any login/password information without our prior written approval, and you must supply us with all changed/updated login/password information. All social media for our brand must strictly comply with our policies and procedures. We can alter, remove, or require that you alter or remove a post. You must sign the Digital and Social Media Authorization for Assignment as part of your franchise agreement which is attached as Exhibit "A-9" to the franchise agreement. We reserve the right to restrict your use of social media in the future [franchise agreement paragraph 10.6.2].

#### Online Ordering and Delivery

You must participate in any online ordering program for takeout or delivery program we create or adopt and cover the applicable fees for such program. You will not participate in any third-party delivery platform unless approved by us [franchise agreement paragraph 6.2.2(v)].

#### Customer Relation Management (CRM) and Other Software

We reserve the right to require you to use and pay for a designated CRM and other software in the operation of your franchise [franchise agreement paragraph 6.1.15].

### Computer / Point of Sale System

We require you to use our designated CRM for your point of sale system. The POS system within the CRM will provide the following:

- Reporting of Sales
- A Customer Database
- Inventory Management
- Calendaring
- Online Ordering
- Credit Card Payment

You must also purchase a credit card reader for credit card processing. We estimate the cost of a credit card reader to be approximately \$100. You must also have an office computer and tablet that meets our specifications and is capable of interfacing with our computer system and software. We estimate the cost of your computer and tablet to be \$3,000 to \$5,000. We will have independent access to the information and data collected or generated by your CRM account and your computer system. There are no contractual limits on our rights to do so. We may require updates and upgrades to your computer hardware, software and POS system at your expense during the term of the franchise agreement. There are no contractual limitations on our right to do so. We estimate the annual costs to maintain, upgrade and support your computer and POS system to be \$500. We are not required to maintain, repair, update and/or upgrade your computer or POS system. There are no contractual limitations to the frequency and cost of the obligation to upgrade and maintain the computer or POS system [franchise agreement paragraph 6.1.13].

### Loyalty Programs

You are required to participate in the loyalty, gift card, and coupon programs we develop [franchise agreement paragraph 6.2.2(ii)].

### Accounting

You are required to use an accounting system and software designated by us. You will also be required to use only the standardized profit and loss statement templates and balance sheet templates as designated by us. We can change the required accounting software at our discretion [franchise agreement paragraph 6.1.13(ii)].

### Compliance Monitoring System

You are required to install a compliance monitoring system in your franchise business at reference points designated by us. You may not install any cameras in places where employees and customers have a reasonable expectation of privacy, e.g., bathrooms, changing rooms, etc. This system is not a security system but is a management tool, and we are not required to monitor your store. Both you and we must have the right to online access to the system. By installing the system, you and your employees are waiving their right to privacy with respect to the use of the compliance monitoring system in non-private areas of the business. You agree to require all your employees to sign a waiver of their right to privacy with respect to the use of this compliance monitoring system. We



estimate the cost of such system to be \$700 to \$1,000 for initial installation, but we do not anticipate that you will incur ongoing monthly fees for use of the cameras [franchise agreement paragraph 6.1.13(v)].

### Area Development Agreement

Your rights under the area development agreement are territorial only and do not give or imply a right to use our trademarks or system. Our only obligation is to provide an area where you must develop the set number of Fed Up Kitchen™ franchise businesses as provided in the area development agreement. We must approve the potential site for each franchise business location. Our approval will be based on our then-current standards for that franchise business pursuant to your franchise agreement [area development agreement article 2; franchise agreement section 1.1].

### Miscellaneous

We may approve exceptions to our changes in the uniform standards for you or any other franchise that we believe are necessary or desirable based on particular circumstances. You have no right to object to such variances [franchise agreement section 20.15].

### Initial Training

We provide you with an initial training program. The training program is held as needed at a facility near Salt Lake City, Utah. Your operating principal is required to attend and complete our initial training. The length of training depends on the prior experience of your attendees but should last approximately 3 to 6 days.

Your “operating principal” is: a) if the franchisee is an individual, that individual; or b) if the franchisee is an entity, an individual that owns at least 25% of the ownership and voting interests in the franchisee entity (unless you obtain our written approval of a lower percentage), has authority over all business decisions related to the franchise business, and has the power to bind the franchise business in all dealings with us. The operating principal must be involved with the business as described in Item 15 [franchise agreement article XXI].

Successful completion of training must be completed 30 days before you may open your franchise business. Successful completion of the initial training will be determined by our trainers and is based on your attendees’ demonstration of competency in the various aspects of operating a Fed Up Kitchen™ franchise business [franchise agreement paragraph 6.1.4].

There is no training fee for up to 2 attendees, and we allow up to 3 extra attendees for an additional fee of \$250 per attendee. Each of your attendees must attend the same training. You will be responsible to cover the cost of travel, food, and lodging for your attendees to attend the initial training directly to the supplier (hotels, airlines, restaurants, rental car companies, etc.). The estimated cost of training is listed in Item 5 and Item 7 [franchise agreement paragraph 6.1.4].

All attendees to any training must sign a non-disclosure agreement acceptable to us before attending training [franchise agreement paragraph 6.1.4(iii)].



Below is a table listing the subjects taught and the amount of classroom and onsite training provided as part of the initial training.

### **TRAINING PROGRAM<sup>1</sup>**

| <b>Subject</b>               | <b>Hours of Classroom Training</b> | <b>Hours of On – The – Job Training</b> | <b>Location</b> |
|------------------------------|------------------------------------|-----------------------------------------|-----------------|
| Sales and Marketing          | 4-6                                | 0                                       | Salt Lake Area  |
| Technology and CRM           | 3-4                                | 0                                       | Salt Lake Area  |
| Business Operations          | 4-6                                | 0                                       | Salt Lake Area  |
| Financials and Reporting     | 2-3                                | 0                                       | Salt Lake Area  |
| Brand Culture and Motivation | 3-4                                | 0                                       | Salt Lake Area  |
| Kitchen Training             | 4-6                                | 20-24                                   | Salt Lake Area  |
| <b>Totals:</b>               | <b>20-29</b>                       | <b>20-24</b>                            |                 |

<sup>1</sup> The training program for franchisees may be changed due to updates in materials, methods, manuals, and personnel without notice to you. The subjects and time periods allocated to the subjects actually taught to you and personnel may vary based on the experience of those people being trained.

The initial training is provided by instructors whose experience is described below and in Item 2 if the trainer is part of management.

| <b>Trainers</b> | <b>Subject(s) Taught</b>                            | <b>Length of Experience in the Field</b> | <b>Length of Experience with the Franchisor</b> | <b>Experience Relevant to Subject(s) Taught and Franchisor's Operations</b>                                              |
|-----------------|-----------------------------------------------------|------------------------------------------|-------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|
| Linzie Clawson  | Food preparation, marketing, motivation and culture | 10+ years                                | 2 years                                         | Co-founder of the brand, creator of the recipes, has worked and managed all facets of running a Fed Up Kitchen™ business |
| Mariah Clawson  | Recipes and kitchen training                        | 6 years                                  | 2 years                                         | Managed Draper, UT kitchen for 5 years; currently overseeing operation of                                                |

|               |                                           |           |         |                                                                                                                          |
|---------------|-------------------------------------------|-----------|---------|--------------------------------------------------------------------------------------------------------------------------|
|               |                                           |           |         | Summerlin, NV location                                                                                                   |
| Ryan Laws     | Management and finance                    | 30+ years | 2 years | Owner and executive of Pro Image Sports Franchise for 25+ years; owner of a Fed Up Kitchen™                              |
| Aaron Jeffrey | Social Media, operations and construction | 8 years   | 2 years | Co-founder of the brand, creator of the recipes, has worked and managed all facets of running a Fed Up Kitchen™ business |
| Raelene Brown | Food prep and operations                  | 8 years   | 2 years | Manager of the Fed Up Kitchen™ location in St. George, UT                                                                |

#### Materials Provided at the Initial Training

We will provide access to our manuals during training and other handouts to facilitate training.

#### Replacement Training

After the initial training, any new operating principal must complete initial training prior to assuming that role in your company. New managers may be trained by your operating principal, but we can also require your managers to be trained by us if we reasonably believe such training would be in the best interest of your franchise. Our fee for additional training is \$250 per person, per day to be trained, plus the travel, food, and lodging for your attendees or our representatives [franchise agreement paragraph 6.1.4(i)].

#### Additional Training

We can require your operating principal and/or other key personnel to attend additional trainings if you are in default, or if we reasonably believe such training would be in the best interest of your franchise.

Depending on availability and advanced written notice, if you would like additional in-person training, we may provide this training to you. We can limit additional training to a certain number of days, attendees, and/or representatives at a time. You will be responsible for the costs of travel, food, lodging and compensation of your attendees or our representatives [franchise agreement paragraph 6.1.4(ii)].

At this time, other than listed above, no additional trainings or refresher courses are required.

## **ITEM 12 TERRITORY**

### Non-Exclusive Territory

You will not be assigned an exclusive territory for your franchise business. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control. However, we will not establish another traditional franchise or traditional company-owned unit using the trademark within your territory.

### Grant of Territory

Under the franchise agreement, we will grant you the right to use the system and proprietary marks solely within a specific geographic area, the boundaries of which will be negotiated prior to signing the franchise agreement and are described in the franchise agreement.

### Size of Your Territory

The specific size of your territory is set by us based on the population density, general demographics, whether your location is in a metropolitan or rural area, and other comparable factors, but generally, we will not place another franchise unit within 3 miles of your location or drop-off points (or within a 10-minute drive (fastest route), whichever is less). The written boundaries of your territory will be included in your franchise agreement.

### Additional Drop-Off Locations

In certain circumstances, we may allow you to open or use remote drop-off locations. These locations must be approved by us and may not be more than 5 miles from your kitchen unless otherwise approved (or within a 10-minute drive from your main kitchen (fastest route), whichever is less), and must not be closer than 5 miles (or within a 10-minute drive (fastest route)) of any other franchise location.

### Catering and Home Deliveries

You have the right to provide catering services and home deliveries within your territory. We can also require that you provide delivery or catering services within your territory. If approved or required by us, you may provide home deliveries and/or catering services outside of your territory so long as it is not within another franchisee's territory. Once approved, you may continue to provide catering service to those accounts and home deliveries within the approved area without the need of additional preapproval. However, at our discretion, we may revoke our approval upon 60 days' prior written notice, and no course of conduct of providing catering services or home deliveries outside of your territory will expand your territory. You also understand and agree that if an area outside of your territory is later sold to another franchisee, you will no longer be able to service such home delivery or catering accounts in that area.

### Population Increase

We have the right to adjust the boundaries of your territory if the population in your territory increases by 50,000 or more.

### Relocation

You do not have the automatic right to relocate your business, and we have the right to deny any relocation request. You must obtain our prior written permission if you want to relocate your franchise, and you must also be able to demonstrate to us that you have the financial ability to relocate. Approval to relocate is determined on a case-by-case basis and is based on the then-current criteria used in approving a new franchisee's proposed site. We can require that you cover our cost associated with your relocation as a condition of our approval to allow you to relocate. If we do approve your relocation, you must reimburse us our costs associated with reviewing and approving the new territory at a cost of \$50 per hour, plus any legal fees associated with the relocation.

### Minimum Sales Requirement

Your franchise agreement is dependent upon achievement of a minimum sales volume, market penetration or other contingency. Specifically, you must achieve at least \$50,000 in gross sales each quarter. If you do not achieve the minimum revenue in a given quarter, then you will be given a notice of default and a 3-month period to cure by achieving the minimum sales requirement in the following quarter. If you do not achieve the minimum sales in the next quarter, we have the right to terminate your franchise or adjust the boundaries of your territory. We also have the right to allow you to continue to operate your franchise under the terms of the franchise agreement while we sell your franchise. You are also allowed to sell your franchise to an approved buyer during this time. If we sell your franchise, we will be entitled to a fee equal to 10% of the sales price to compensate us for time and expenses to sell your franchise. You or the buyer will also be required to pay the required transfer fee and training fee to train the new franchisee. If we have not sold or terminated your franchise within 3 months of us giving you notice of your second consecutive default, you may cure the default by achieving the minimum revenue quota during that 3-month period.

### Your Rights to Use Channels of Distribution

You do not have the right to sell products or services through other channels of distribution, including the Internet, via apps or social media sites, corporate accounts, co-branding with other outlets, etc., without our prior written permission.

### Advertising Within and Outside the Territory

Other franchisees may not advertise within your territory, and you may not advertise within other franchise territories. Nonetheless, you may market outside of your territory if such territory has not been granted to another franchisee. However, if you develop customers in an area that is later granted to another franchisee, those customers and orders will be transferred to that franchisee.

### Options to Acquire Additional Franchises

You do not receive the right or option to acquire additional franchises.

### Corporate Accounts

We have the right to solicit corporate accounts in your territory. A corporate account is a large business (defined as 50 or more employees). It also includes professional sports teams as well as collegiate organizations. If we obtain a corporate account in your territory, we or an affiliate will have the right to manage that account or assign or subcontract that account to you or another franchisee. For corporate accounts in your territory, if you are in good standing, we will provide you with a right of first refusal to service that account before offering the account to another franchisee or corporate store.

### Our Right to Use Channels of Distribution in Your Territory

We and our affiliates reserve the right to market in your territory using channels such as websites, the Internet, apps, social media, direct marketing, and corporate accounts.

### Our Previous Activities in Your Territory

In the past, we or an affiliate may have used the following distribution channels to sell and distribute products and services in your territory under the Fed Up Kitchen™ brand: websites, the Internet, and social media.

### Competition by Us Under Different Trademarks

Neither we, nor an affiliate operates, franchises or has plans to operate or franchise a business that sells or will sell goods or services similar to those sold in your franchise using a different trademark in your territory, but we reserve the right to do so in the future.

### Area Development Agreements

As an area developer, you will not be assigned an exclusive area for your development business. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control. However, we will not establish another kitchen or drop off location using the trademark within your development area.

The size of your development area is to be negotiated and the written boundaries will be included in your area development agreement. The schedule of units to be developed in your development area are negotiated between you and us. To maintain your area development rights, you must develop the number of units by the deadlines listed in your development schedule.

We have the right to solicit corporate accounts in your development area. A corporate account is a large business (defined as 50 or more employees). It also includes professional sports teams as well as collegiate organizations. If we obtain a corporate account in your development area, we or an affiliate will have the right to manage that account or assign or subcontract that account to you or another franchisee. For corporate accounts in your

development area, if you are in good standing, we will provide you with a right of first refusal to service that account before offering the account to another franchisee or corporate store.

Neither we, nor an affiliate operates, franchises or has plans to operate or franchise a business that sells or will sell goods or services similar to those sold in your franchise using a different trademark in your development area, but we reserve the right to do so in the future.

## **ITEM 13 TRADEMARKS**

### Non-Exclusive Grant of the Trademark

We grant you the non-exclusive right to use certain of our trademarks in the operation of your franchise business. You may also use future trademarks in the operation of your franchise business, as we designate. You will not at any time acquire any rights in the trademarks. By trademarks we mean our trade names, trademarks, commercial symbols, service marks and logos.

### Registered Trademarks

The following trademarks, service marks, trade names, logotypes or other commercial symbols listed below are registered or have been filed for registration with the United States Patent and Trademark Office on the Principal Register or they have not been registered and we claim common rights in them. All required affidavits and renewals have been filed.

| <b>Registration / Serial Number</b> | <b>Mark</b>                                                                                             | <b>Registry</b> | <b>Registration/ Filing Date</b> | <b>Status</b>                                                         |
|-------------------------------------|---------------------------------------------------------------------------------------------------------|-----------------|----------------------------------|-----------------------------------------------------------------------|
| 97/368143                           | FED UP<br>(word mark)                                                                                   | Principal       | April 18, 2022                   | Waiting for assignment of registration number                         |
| 97/368178                           | FED UP KITCHEN<br>(word mark)                                                                           | Principal       | April 18, 2022                   | Waiting for assignment of registration number                         |
| 97/368199                           | <br>(composite mark) | Principal       | April 18, 2022                   | Approved for publication on the official gazette as of April 18, 2023 |

We do not have a federal registration for our principal trademark. Therefore, our trademark does not have many legal benefits and rights as a federally registered trademark. If our right to use the trademark is challenged, you may have to change to an alternative trademark, which may increase your expenses.

### Registered Domain Names

We have registered, among many others, the following Uniform Resource Locators (domain names): fedupkitchen.com. You may not register or own a domain name using our trademark or any derivative of our trademark in a domain name, and you may not create or register any domain name or social media in connection with your franchise business or the franchise system without our prior written permission.

### Use of the Trademark

You must use all trademarks in strict compliance with our manuals and the Fed Up Kitchen™ system. You must promptly modify or discontinue the use of a trademark at your cost if we modify or discontinue it, and you have no rights to compensation or otherwise under the franchise agreement if we require you to modify or discontinue using a trademark. You cannot make application for registration for any of our marks, or for any derivation thereof. You cannot use the name “Fed Up” as part of your corporate name, but you must use the name Fed Up Kitchen as part of an assumed business name or dba (“doing business as”) registered with the applicable governmental authority. This use is non-exclusive. You cannot make application for registration or other protection of Fed Up Kitchen™ names, derivatives or any other trademark used by us.

You may only use the trademarks with the letters “TM” or “SM” or “®” as appropriate. You cannot use any trademark in the sale of any unauthorized product or service. You must follow all security procedures required by us for maintaining the secrecy of proprietary information.

### Governmental Determinations Regarding the Trademarks

There are presently no effective determinations by the United States Patent and Trademark Office, Trademark Trial and Appeal Board, the trademark administrator of any state or any court or pending interference, opposition or cancellation proceeding, or pending material litigation involving the trademarks. There are no agreements currently in effect that significantly limit our rights to use or license the use of the trademarks.

### Superior Prior Rights

We are unaware of any superior rights that could materially affect your use of the trademarks in your territory.

### Infringing Uses

We are unaware of any infringing uses of the trademarks that could materially affect your use of the trademarks in your territory.

### Protection Against Infringement

You are obligated to immediately notify us when you learn about an infringement of or challenge to your use of our trademarks. We will have the discretion to take the action we deem appropriate. We agree to indemnify you against any legal action by a third party alleging infringement by your use of the trademark and will reimburse you for all direct

damages, but not consequential damages (including, but not limited to, loss of revenue and/or profits) for which you are held liable in any proceedings arising out of the use of any trademark pursuant to and in compliance with the franchise agreement, and for all costs reasonably incurred by you in the defense of any claim brought against you or any proceeding in which you are named as a party, provided that you have timely notified us of any claim or proceeding and have otherwise complied with the franchise agreement.

You may not contest, directly or indirectly, our right and interest in our trademarks, names or service marks, trade secrets, methods, and procedures that are part of our business. Any goodwill associated with the trademarks or system belongs to us.

## **ITEM 14**

### **PATENTS, COPYRIGHTS, AND PROPRIETARY INFORMATION**

#### Patents

You do not receive the right to use an item covered by a patent and we do not have any pending patent applications with the United States Patent and Trademark Office. We do not own rights to, or licenses in, any patent that is material to the franchise system.

#### Copyrights

We have not registered our manuals or logos with the United States Copyright Office, but we claim a copyright and consider the information proprietary, and we, or our parent, or an affiliate, claim protected trade secrets and copyrights in parts of our franchise system.

We claim other copyrights in sales literature and marketing materials which we, or our franchisees, develop for our use and for use by our franchisees, and your use of these materials will be limited to the uses required or allowed by us.

#### Proprietary Information

You can use the proprietary information in our manuals but only in connection with the system and as authorized by us. The manuals may not be copied. The manuals must be returned to us or permanently deleted by you upon termination of your franchise agreement. Portions of the “system,” including our recipes, processes, customer lists, etc., are a trade secret or confidential and proprietary to us.

With regards to our proprietary information, the franchise agreement also provides that you will: (a) strictly follow all confidential security procedures required by us; (b) disclose this information to your employees only as needed to market our products and services; (c) not use this information in any other business; (d) exercise the highest degree of diligence to maintain this information as confidential; and (e) promptly notify us if you learn of any unauthorized use of our trade name, trade secrets or proprietary information. Your use of our proprietary information is limited to the uses required or allowed by us.

We or an affiliate may develop software or apps. In such cases, we claim copyright protection on all such items.



### Protection Against Infringement

You must also promptly tell us when you learn about unauthorized use of our copyrights, manuals and any other proprietary information. We are not obligated to take any action but will respond to this information as we believe appropriate. We have the right to control any administrative proceedings or litigation.

So long as you use our patents, copyrights, manuals and any other proprietary information in compliance with the franchise agreement, we agree to indemnify you against and to reimburse you for all direct damages, but not consequential damages (including, but not limited to, loss of revenue and/or profits) for which you are held liable in any proceedings arising out of the use of our patents, copyrights, manuals, or any other proprietary information used pursuant to and in compliance with the franchise agreement, and for all costs reasonably incurred by you in the defense of any claim brought against you or in any proceeding in which you are named as a party, provided that you have timely notified us of any claim or proceeding and have otherwise complied with the franchise agreement.

### Improvements to the System

Any improvements you make to the system will be owned by us and considered a “work-made-for-hire.”

### Superior Prior Rights

We are unaware of any superior rights that could materially affect your use of the copyrights or patents in your territory.

### Infringing Uses

We are unaware of any infringing uses of the trademarks that could materially affect your use of the copyrights or patents in your territory.

## **ITEM 15 OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE BUSINESS**

### On-Premises Supervision

Your operating principal is required to work at the store for the first 90 days of operation. After that time, we recommend but do not require on-premises supervision by your operating principal. Your operating principal must work sufficient hours to operate your franchise business so that your franchise business is operating at maximum capacity and efficiency.

### Participation by Your Operating Principal

Your operating principal must personally participate in the direct operation and supervision of the franchise business. However, unless your operating principal will act as the full time manager of the franchise business, your operating principal is not required to work a certain or minimum number of hours; however, your operating principal must

work sufficient hours to operate your franchise or supervise your managers so that your franchise business is operating at maximum capacity and efficiency. You must have at least one manager on-site during regular business hours.

You must also maintain sufficient supplies and materials and employ adequate personnel. Your operating principal must conduct frequent inspections of the franchise business to ensure the highest standards of professionalism, cleanliness, sanitization, and a general pleasant appearance, and compliance with our approved methods.

Although we do not require your operating principal to be involved in the day-to-day on-premises management, your operating principal is required to participate in your franchise business as follows: be directly responsible for all accounting, reporting, bookkeeping, and all financial components of the franchise business; attend and complete all required training and ongoing training courses; attend any annual or special meetings of franchisees; be directly involved with site selection, construction, remodeling; and be directly involved in all personnel decisions affecting the franchise business.

#### Who Must Attend and Successfully Complete Training

Your operating principal must attend and successfully complete our initial training program.

#### Restrictions on the On-Premises Supervisor

We do not put a limitation on whom you can hire as your on-premises supervisor. Your on-premises supervisor is not required to have an equity interest in the franchise business.

#### No Competing Enterprises

You, your operating principal, and managers must keep free from competing enterprises, or activities which would be detrimental to or interfere with the operation of your franchise business or the franchise system. You, your partners, directors, members, shareholders, and operating principal will be required to sign our standard principal brand protection agreement agreeing to protect and keep confidential our trade secrets and confidential information and to conform with the covenants not to compete described in Item 17 (franchise agreement, exhibit A-4). Your employees will also be required to sign an employee brand protection agreement. That agreement also imposes certain non-competition restrictions on management employees. Some states may impose certain restrictions on non-competition agreements. We provide you with this form, but it is your responsibility to conform this agreement to the laws and regulations of your state [franchise agreement, exhibit A-5].

#### Required Operations

You must operate the franchise business at least 5 days per week throughout the year, Monday through Friday as designated by us (unless waived in writing by us). Depending on your market or location and changes to the system, we reserve the right to require you to operate 7 days a week.

## Personal Guarantees

Any individual who owns a 10% or greater interest in the franchise business (and their spouse or domestic legal partner) must personally guarantee the performance of all your obligations under the franchise agreement and agree to be personally bound by, and liable for, the breach of every provision of the franchise agreement.

### **ITEM 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL**

You may provide and sell only those products and services specified and approved by us in writing. No product or service may be added to, altered, or discontinued by your franchise business unless it is first approved by us in writing. You must offer all products and services required by us. We reserve the right to add, modify, or delete products and/or services that you will be required to offer. There are no limits on our right to do so. You must strictly follow our policies, procedures, specifications, methods and techniques concerning all of our products and services.

We do not restrict customers from purchasing your products and services if they pick up orders at your locations. However, you cannot provide services or home deliveries in another franchisee's territory.

You may offer additional services and products that are unique to your area in an effort to blend in with your community; however, you must obtain our written approval before such services and products are offered.

### **ITEM 17 RENEWAL, TERMINATION, TRANSFER, AND DISPUTE RESOLUTION**

#### **THE FRANCHISE RELATIONSHIP**

**This table lists certain important provisions of the franchise and related agreements. You should read these provisions in the agreements attached to this disclosure document.**

|    | <b>Provision</b>                 | <b>Section in Franchise or other Agreement</b> | <b>Summary</b>                                                                                                                                                                                                                |
|----|----------------------------------|------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| a. | Length of the franchise term     | Section 2.1                                    | The term is 5 years. The franchise term will begin upon signing the franchise agreement and coincide with your lease agreement for the premises (for a 5-year lease).                                                         |
| b. | Renewal or extension of the term | Section 2.2                                    | If you are in good standing at the end of the franchise term, you can enter into a new successor franchise agreement for an additional term of 5 years. You will not be required to pay a successor franchise fee in order to |

|    |                                                     |                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|----|-----------------------------------------------------|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    |                                                     |                     | renew. Your successor agreement will also provide an option to enter into a subsequent successor franchise agreement term of 5 years.                                                                                                                                                                                                                                                                                                                                                                                                                |
| c. | Requirements for franchisee to renew or extend      | Section 2.2         | <p>In order to renew, you must, among other things, not be in default, modernize your franchise business to the then-current standards, and sign the then-current successor franchise agreement, and sign a release (subject to state law).</p> <p>When renewing, you may be asked to sign a contract with materially different terms and conditions than your original contract. You are required to give us notice of your intent to renew between 6 and 12 months prior to the expiration of your franchise agreement (subject to state law).</p> |
| d. | Termination by franchisee                           | Section 11.4        | There are no provisions in the franchise agreement that permit you to terminate the franchise agreement. However, some states may allow you to terminate as permitted by state law.                                                                                                                                                                                                                                                                                                                                                                  |
| e. | Termination by franchisor without cause             | Section 11.1        | We must have cause to terminate the franchise agreement.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| f. | Termination by franchisor with cause                | Section 11.1        | We can terminate if you materially breach and fail to cure. There are certain breaches for which we can terminate without giving you an opportunity to cure (see (h) below).                                                                                                                                                                                                                                                                                                                                                                         |
| g. | "Cause" defined – curable defaults                  | Paragraphs 11.1 O-V | You have 24 hours to 30 days to cure certain material defaults of the franchise agreement.                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| h. | "Cause" defined - non-curable defaults              | Paragraphs 11.1 A-N | Non-curable defaults include insolvency, bankruptcy, conviction of a felony, fraud, repeated defaults even if cured, harm or threat of harm to the public, abandonment, trademark misuse, etc.                                                                                                                                                                                                                                                                                                                                                       |
| i. | Franchisee's obligations on termination/non-renewal | Section 12.1        | Obligations include complete de-identification, payment of amounts due, compliance with the brand protection agreement, etc. (see also (r) below).                                                                                                                                                                                                                                                                                                                                                                                                   |

|    |                                                                      |                         |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|----|----------------------------------------------------------------------|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| j. | Assignment of contract by franchisor                                 | Section 14.1            | There are no restrictions on our right to assign.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| k. | "Transfer" by franchisee - defined                                   | Section 14.2            | The definition of transfer by you includes the assignment and transfer of contracts, security interests, transfer of ownership interest, the sale of substantially all of your assets, etc.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| l. | Franchisor approval of transfer by franchisee                        | Section 14.2            | We must approve all transfers, but we will not unreasonably withhold our approval.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| m. | Conditions for franchisor approval of transfer                       | Sections 14.3 - 14.8    | Conditions to transfer include you are not in default, all fees are current, new franchisee qualifies, transfer and training fees are paid, purchase agreement is approved, training for new transferee arranged, new franchisee signs the then-current franchise agreement, a release is signed by you, etc. You must also coordinate with the transferee to ensure coverage at the franchise during the transferee's initial training. These conditions are subject to state law (see state specific addenda).                                                                                                                                                                                                                                                                              |
| n. | Franchisor's right of first refusal to acquire franchisee's business | Section 14.9            | We can match any offer for your franchise business or business assets within 60 days of written notice to us of the offer.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| o. | Franchisor's option to purchase franchisee's business                | Sections 13.1 and 14.12 | <p>Upon termination or expiration of the franchise agreement, we can elect to buy all or part of your business assets at fair market value within 45 days.</p> <p>Additionally, if we receive an offer to acquire a majority of the franchises or an offer to purchase a majority of our assets or stock, or to merge or go public or similar transactions, we have the option to purchase all of your rights and interests in and under the franchise agreement and your franchise business. If Your franchise business has been opened for less than 6 months, we will pay your replacement/construction costs. If your franchise business has been opened for 6 to 12 months, we will pay a 5x valuation on the NTM (forecasted EBITDA over the next 12 months based on the previous 6</p> |

|    |                                                                                     |                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|----|-------------------------------------------------------------------------------------|----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    |                                                                                     |                      | months). If your franchise business has over 12 months of operating history, we will pay you 5x your franchise business' EBITDA.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| p. | Death or disability of franchisee                                                   | Section 14.10        | Within 160 days of death or disability, of your majority owner, your personal representative must be approved and a new manager must be trained, if applicable, or the franchise must be assigned to an approved buyer. We have the right to operate your franchise business until a trained manager is in place. You will be charged our interim management fee, plus our costs, for us to manage your franchise business during this time. You will also be responsible for royalties and other fees during the time of our operation.                                                                                                                                                                                                                                                                                                                                  |
| q. | Non-competition covenants during the term of the franchise                          | Section 16.1         | No involvement in competing business anywhere without our written consent. Non-competition provisions are subject to state law.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| r. | Non-competition covenants after the franchise is terminated, transferred or expires | Sections 16.3 – 16.4 | <p>No competing business for 3 years within your former territory or within 25 miles of your territory, or within 20 miles of any other Fed Up Kitchen™ franchise, company or affiliate owned Fed Up Kitchen™ business (including after assignment).</p> <p>If you compete within the time period, then this non-compete time period will be tolled for the period of your competition. Non-competition provisions are subject to state law.</p> <p>For a period of 3 years from termination, transfer, or expiration of your franchise agreement, you may not solicit to or on behalf of a competing business any former customer of your franchise business that you serviced as a Fed Up Kitchen™ franchisee, or customer of ours or of an affiliate or of another Fed Up Kitchen™ franchisee with whom you interacted during the term of the franchise agreement.</p> |

|    |                                                |                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----|------------------------------------------------|------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| s. | Modification of the agreement                  | Section 20.11                | Modifications must be made in writing and signed by both parties, but policies and procedures are subject to change by us.                                                                                                                                                                                                                                                                                                                                            |
| t. | Integration/merger clause                      | Section 20.10                | Only the terms of the franchise agreement are binding (subject to state law). All representations and promises outside the disclosure document and franchise agreement may not be enforceable. No provision in any franchise agreement is intended to disclaim the express representations made in this franchise disclosure document. Any representations or promises made outside of the franchise disclosure document and other agreements may not be enforceable. |
| u. | Dispute resolution by arbitration or mediation | Section 17.2                 | Except for certain claims, for all disputes there must be a face-to-face meeting, mediation and arbitration (see state specific addenda).                                                                                                                                                                                                                                                                                                                             |
| v. | Choice of forum                                | Sections 17.2 and 19.2       | All dispute resolution must be held in Salt Lake City, Utah or the county where our then-current headquarters is located (subject to state law).                                                                                                                                                                                                                                                                                                                      |
| w. | Choice of Law                                  | Sections 17.2, 19.1 and 19.5 | Utah law the Federal Arbitration Act, and the United States Trademark Act apply (subject to applicable state law).                                                                                                                                                                                                                                                                                                                                                    |

## THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the area development agreement and related agreements. You should read these provisions in the agreements attached to this disclosure document.

### Area Development Agreement

|    | Provision                                     | Area development Agreement | Summary                                                  |
|----|-----------------------------------------------|----------------------------|----------------------------------------------------------|
| a. | Length of the Area Development Agreement      | Section 3.4 & Exhibit B    | The term depends on the number of units you will develop |
| b. | Renewal or extension of the term              | Not Applicable             |                                                          |
| c. | Requirements for developer to renew or extend | Not Applicable             |                                                          |

|    |                                                                     |                          |                                                                                                                                                                                                                                                                                                                                                                                        |
|----|---------------------------------------------------------------------|--------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| d. | Termination by developer                                            | Not Applicable           | Rights to terminate are subject to state law.                                                                                                                                                                                                                                                                                                                                          |
| e. | Termination by franchisor without cause                             | Not Applicable           | We must have cause to terminate the area development agreement.                                                                                                                                                                                                                                                                                                                        |
| f. | Termination by franchisor with cause                                | Section 9.1              | We can terminate only if you are in default of your agreement.                                                                                                                                                                                                                                                                                                                         |
| g. | "Cause" defined – curable defaults                                  | Sections 9.1.2 and 9.1.3 | You have 45 days to cure a development schedule default and 30 days to cure certain other material defaults of the area development agreement.                                                                                                                                                                                                                                         |
| h. | "Cause" defined – non-curable defaults                              | Section 9.1.1            | Non-curable defaults: insolvency, repeated defaults even if cured, and abandonment, termination of any of your franchise agreements, etc.                                                                                                                                                                                                                                              |
| i. | Developer's obligations on termination/non-renewal                  | Article 10               | <p>You may continue as a franchisee pursuant to your signed franchise agreements.</p> <p>Additionally, you will no longer have any exclusive development rights in your area, but for a period of 5 years from the date of termination, you may develop any undeveloped units for which you have already paid the initial franchise fee in full, subject to available territories.</p> |
| j. | Assignment of contract by franchisor                                | Article 12               | No restrictions on our right to assign including merger with, acquisition by, or sale to a competing company                                                                                                                                                                                                                                                                           |
| k. | "Transfer" by developer - defined                                   | Article 11               | Includes assignment and transfer of contracts, security interests and ownership change.                                                                                                                                                                                                                                                                                                |
| l. | Franchisor approval of transfer by developer                        | Article 11               | We have the right to approve all transfers, but we will not unreasonably withhold approval.                                                                                                                                                                                                                                                                                            |
| m. | Conditions for franchisor approval of transfer                      | Article 11               | You are not in default, transferee is trained and signs the then-current area development agreement, and a release signed by you.                                                                                                                                                                                                                                                      |
| n. | Franchisor's right of first refusal to acquire developer's business | Article 11               | We can match any offer for your area development business within 30 days of written notice to us of the offer.                                                                                                                                                                                                                                                                         |



|    |                                                                                     |                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|----|-------------------------------------------------------------------------------------|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| o. | Franchisor's option to purchase franchisee's business                               | Not Applicable |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
| p. | Death or disability of developer                                                    | Not Applicable | The heirs or personal representative will have the right to continue to fulfill the area developer's obligations under the agreement; provided that a personal representative approved, or area development agreement must be assigned to approved buyer within a reasonable time, not to exceed 160 days.                                                                                                                                                                                                                                                                                                                                            |
| q. | Non-competition covenants during the term of the Area Development Agreement         | Article 12     | No involvement in a competing business. Non-competition provisions are subject to state law.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| r. | Non-competition covenants after the developer is terminated, transferred or expires | Article 12     | <p>No competing business for 3 years within 30 miles of your development area or within 20 miles of another then-existing Fed Up Kitchen™ franchise or company or affiliate owned business (including after assignment). If you compete within the time period, then this non-compete time period will be tolled for the period of your competition. Non-competition provisions are subject to state law.</p> <p>For a period of 3 years from termination, transfer, or expiration of your franchise agreement, you cannot divert or attempt to divert any business or customer from us, an affiliate, or our franchisees or injure our goodwill.</p> |
| s. | Modification of the agreement                                                       | Article 12     | Modifications must be made in writing and signed by both parties; policies and procedures are subject to change by us.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| t. | Integration / merger clause                                                         | Article 11, 12 | Only the terms of the area development agreement are binding (subject to state law). All representations and promises outside the disclosure document and area development agreement                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |

|    |                                                |            |                                                                                                                                                                        |
|----|------------------------------------------------|------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    |                                                |            | may not be enforceable. No provision in the area development agreement is intended to disclaim the express representations made in this franchise disclosure document. |
| u. | Dispute resolution by arbitration or mediation | Article 12 | Except for certain claims, for all disputes, there must be a face-to-face meeting, mediation and arbitration. (See state specific addenda).                            |
| v. | Choice of forum                                | Article 12 | Arbitration must be in Salt Lake City, Utah. Litigation, if any, must be in Salt Lake City, Utah (subject to state law – see state specific addenda).                  |
| w. | Choice of Law                                  | Article 12 | Utah law, the Federal Arbitration Act and the United States Trademark Act apply (subject to state law – see state specific addenda).                                   |

## ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our franchise.

## ITEM 19 FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing territory you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular territory or under particular circumstances.

### Company Owned Units

The below table represents an historic financial representation of our 4 affiliate owned units that operated for a full 12 months during the 2022 calendar year. The figures below represent operations from January 1, 2022 to December 31, 2022. We are a new franchise system, and although we sold franchises in 2022, we did not have any franchisees that operated for the full calendar year in 2022, so we have not included their numbers in this Item 19.

| Category | Low | High | Average | Median | Number of units that attained or surpassed the | Percentage of units that attained or surpassed the average |
|----------|-----|------|---------|--------|------------------------------------------------|------------------------------------------------------------|
|          |     |      |         |        |                                                |                                                            |

|                                        |             |           |           |           | average |     |
|----------------------------------------|-------------|-----------|-----------|-----------|---------|-----|
| <b>Gross Sales</b>                     | \$201,807   | \$762,541 | \$542,535 | \$602,896 | 3       | 75% |
| <b>COGS</b>                            | \$72,650    | \$274,515 | \$199,117 | \$224,651 | 3       | 75% |
| <b>Gross Profit</b>                    | \$129,156   | \$488,026 | \$343,418 | \$378,245 | 3       | 75% |
| <b>Labor Costs</b>                     | \$78,414    | \$98,580  | \$88,979  | \$89,460  | 3       | 75% |
| <b>Marketing</b>                       | \$5,000     | \$49,774  | \$25,443  | \$23,500  | 3       | 75% |
| <b>Insurance</b>                       | \$4,000     | \$4,800   | \$4,435   | \$4,471   | 3       | 75% |
| <b>All Other Expenses</b>              | \$107,013   | \$144,833 | \$120,758 | \$120,423 | 2       | 50% |
| <b>Net Income</b>                      | (\$91,071)  | \$242,267 | \$103,803 | \$132,007 | 2       | 50% |
| <b>Franchisee Adjustments</b>          |             |           |           |           |         |     |
| <b>Royalties (7%)</b>                  | \$12,108    | \$45,752  | \$32,552  | \$36,174  | -       | -   |
| <b>Brand Development Fund Fee (1%)</b> | \$2,018     | \$7,625   | \$5,425   | \$6,029   | -       | -   |
| <b>Net Income</b>                      | (\$105,197) | \$188,889 | \$65,825  | \$89,804  | -       | -   |

**Some units have earned this amount. Your individual results may differ. There is no assurance that you will earn as much.**

### **Notes**

1. Gross Sales. The term gross sales means the total revenue derived from the sale of goods or services less sales tax, discounts, and refunds.
2. COGS. Includes the cost of food purchases.
3. Gross Profit. The term gross profit means pre-taxed revenue less COGS.
4. Labor Costs. Includes payroll expenses, payroll services, benefits, taxes, and wages.
5. Marketing. Marketing includes all marketing used by the outlets.
6. Insurance. Includes general liability coverage, commercial automobile insurance, umbrella insurance, and license bond or surety as required.
7. All Other Expenses. These expenses include all other miscellaneous costs not otherwise included in another category.
8. Net Income. The term “net income” means the remaining positive cash balance for the year after deducting all costs and expenses.
10. Franchisee Adjustments. These adjustments have been made to account for costs that are anticipated to differ from the costs of our affiliate owned units.
11. Franchisee Net Income. These figures take into consideration the labor costs savings if the franchise territory was managed by the owner-operator as well as the royalty and advertising fees paid as if these units were owned by franchisees.
12. Average. Average means the sum of all data points in a set, divided by the number of data points in that set.

13. Average Gross Sales. Average gross sales means the sum of the gross sales of the units listed in an applicable group divided by the number of units in that group.

14. Median. Median means the data point that is in the center of all data points used. That number is found by examining the total number of data points and finding the middle number in that set. In the event the number of data points is an odd number, the median will be the center number. If the dataset contains an even number of data points, the median is reached by taking the 2 numbers in the middle, adding them together, and dividing by 2.

15. Median Gross Sales. Median gross sales means the center gross sales number of all gross sales included in an applicable group.

17. Unit Characteristics. Each unit offers similar products and services to what our franchisees will offer, and each unit follows the same Fed Up Kitchen system.

We have written substantiation, in our possession, to support the financial performance representation. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than the preceding financial performance representation, Fed Up Kitchen Franchise, LLC does not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor's management by contact [franchising@fedupkitchen.com](mailto:franchising@fedupkitchen.com), the Federal Trade Commission, and the appropriate state regulatory agencies.

## ITEM 20 OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1**  
**Systemwide Outlet Summary**  
**For Years 2020 to 2022**

| Outlet Type   | Year | Outlets at the Start of the Year | Outlets at the End of the Year | Net Change |
|---------------|------|----------------------------------|--------------------------------|------------|
| Franchised    | 2020 | 0                                | 0                              | +0         |
|               | 2021 | 0                                | 0                              | +0         |
|               | 2022 | 0                                | 1                              | +1         |
| Company Owned | 2020 | 2                                | 2                              | +0         |
|               | 2021 | 2                                | 4                              | +2         |
|               | 2022 | 4                                | 4                              | +0         |
| Total Outlets | 2020 | 2                                | 2                              | +0         |
|               | 2021 | 2                                | 4                              | +2         |
|               | 2022 | 4                                | 5                              | +1         |

**Table No. 2**  
**Transfers of Outlets from Franchisees to New Owners**  
**(other than the Franchisor)**  
**For Years 2020 to 2022**

| State | Year | Number of Transfers |
|-------|------|---------------------|
| Total | 2020 | 0                   |
|       | 2021 | 0                   |
|       | 2022 | 0                   |

**Table No. 3**  
**Status of Franchised Outlets**  
**For Years 2020 to 2022**

| State | Year | Outlets at Start of Year | Outlets Opened | Terminations | Non-Renewals | Reacquired by Franchisor | Ceased Operations for Other Reasons | Outlets at End of Year |
|-------|------|--------------------------|----------------|--------------|--------------|--------------------------|-------------------------------------|------------------------|
| Utah  | 2020 | 0                        | 0              | 0            | 0            | 0                        | 0                                   | 0                      |
|       | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                   | 0                      |
|       | 2022 | 0                        | 1              | 0            | 0            | 0                        | 0                                   | 1                      |
| Total | 2020 | 0                        | 0              | 0            | 0            | 0                        | 0                                   | 0                      |
|       | 2021 | 0                        | 0              | 0            | 0            | 0                        | 0                                   | 0                      |
|       | 2022 | 0                        | 1              | 0            | 0            | 0                        | 0                                   | 1                      |

**Table No. 4**  
**Status of Company-Owned Outlets<sup>2</sup>**  
**For Years 2020 to 2022**

| State  | Year | Outlets at Start of Year | Outlets Opened | Outlets Reacquired from Franchisees | Outlets Closed | Outlets Sold to Franchisees | Outlets at End of Year |
|--------|------|--------------------------|----------------|-------------------------------------|----------------|-----------------------------|------------------------|
| Nevada | 2020 | 0                        | 0              | 0                                   | 0              | 0                           | 0                      |
|        | 2021 | 0                        | 1              | 0                                   | 0              | 0                           | 1                      |
|        | 2022 | 1                        | 0              | 0                                   | 0              | 0                           | 1                      |
| Utah   | 2020 | 2                        | 0              | 0                                   | 0              | 0                           | 2                      |
|        | 2021 | 2                        | 1              | 0                                   | 0              | 0                           | 3                      |
|        | 2022 | 3                        | 0              | 0                                   | 0              | 0                           | 3                      |
| Total  | 2020 | 2                        | 0              | 0                                   | 0              | 0                           | 2                      |
|        | 2021 | 2                        | 2              | 0                                   | 0              | 0                           | 4                      |

|  |      |   |   |   |   |   |   |
|--|------|---|---|---|---|---|---|
|  | 2022 | 4 | 0 | 0 | 0 | 0 | 4 |
|--|------|---|---|---|---|---|---|

**Table No. 5**  
**Projected Openings as of December 31, 2022**

| <b>State</b> | <b>Franchise Agreements Signed But Outlet Not Opened</b> | <b>Projected New Franchised Outlet In The Next Fiscal Year</b> | <b>Projected New Company-Owned Outlet In the Next Fiscal Year</b> |
|--------------|----------------------------------------------------------|----------------------------------------------------------------|-------------------------------------------------------------------|
| Arizona      | 0                                                        | 1-2                                                            | 0                                                                 |
| Colorado     | 0                                                        | 1-2                                                            | 0                                                                 |
| Idaho        | 0                                                        | 0-1                                                            | 0                                                                 |
| Nevada       | 0                                                        | 0-1                                                            | 0                                                                 |
| Texas        | 0                                                        | 1-3                                                            | 0                                                                 |
| Utah         | 0                                                        | 0-1                                                            | 1                                                                 |
| Total        | 0                                                        | 3-10                                                           | 1                                                                 |

#### List of Franchisees

Exhibit "C" contains a list of our current franchisees. If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

#### Disclosure of Franchisee Information

If you buy this franchise, your contact information and financial information may be disclosed in our disclosure document.

#### Confidentiality Agreements

During the last 3 fiscal years, no current or former franchisees have signed confidentiality clauses that restrict them from discussing with you their experiences as a franchisee in our franchise system.

#### Franchisee Organizations

We do not know of any trademark specific franchisee organization associated with our system that is required to be disclosed in this item.

### **ITEM 21** **FINANCIAL STATEMENTS**

Our audited financial statements dated December 31, 2022, December 31, 2021 and unaudited interim financials dated March 31, 2023 are attached as Exhibit "B." Our fiscal year ends on December 31 of each year. The franchisor has not been in business for 3 years or more and cannot include all the financial statements required by the Rule for its last 3 fiscal years.

## **ITEM 22 CONTRACTS**

We have attached the following contracts: as Exhibit "A," the Franchise Agreement and its Exhibits; as Exhibit "G," the Area Development Agreement; and as Exhibit "H," the Form Release Agreement. All other contracts and agreements are to be entered into with persons of your choice and therefore cannot be attached.

## **ITEM 23 RECEIPT**

The last 2 pages of this disclosure document contain a receipt, in duplicate. The receipt is a detachable acknowledgement that you have received this franchise disclosure document. Both receipts should be signed and dated by you. One copy should be returned to us, and you should keep the other for your records. If you do not sign this receipt via our electronic signature platform, then you need to send us a signed and dated copy. You may return the signed and dated receipt either by mailing it to us at 2942 S. Connor St., Salt Lake City, Utah 84109 or by emailing it to us at [Franchise@fedupkitchen.com](mailto:Franchise@fedupkitchen.com).

**ADDENDUM TO THE FED UP KITCHEN™ FDD  
STATE REGULATIONS**

**SCHEDULE “A-1”  
TO THE FDD**



## **STATE REGULATIONS FOR THE STATE OF CALIFORNIA**

**The registration of this franchise offering by the California Department of Financial Protection and Innovation does not constitute approval, recommendation, or endorsement by the commissioner.**

1. The California Franchise Investment law requires that a copy of all proposed agreements relating to the sale of the franchise be delivered together with the disclosure document.
2. The California Franchise Relations Act, Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. If the franchise agreement contains a provision that is inconsistent with California law, California law controls.
3. The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.)
4. The franchise agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be fully enforceable under California law.
5. The franchise agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.
6. The franchise agreement requires binding arbitration. The arbitration will occur at Salt Lake City, Utah with the costs being borne by you for travel to, and lodging in, Salt Lake City, and other costs associated with arbitration. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and Federal laws (this or these as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 128a, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.
7. The franchise agreement requires application of the laws of Utah, but the California franchise laws may prevail in some instances. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California laws.
8. You must sign a general release if you transfer, renew or terminate your franchise. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).
9. Neither franchisor nor any person listed in Item 2 of the disclosure document is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, 15 U.S.C.A. 78a et seq., suspending or expelling this or these persons from membership in such association or exchange.
10. Section 31125 of the California Corporations Code requires the Franchisor to give the franchisee a disclosure document, in a form and containing such information as the Commissioner may by rule or order require, before a solicitation of a proposed modification of an existing franchise.

11. Our website at [www.fedupkitchen.com](http://www.fedupkitchen.com) has not been reviewed or approved by the California Department of Financial Protection and Innovation. Any complaints concerning the content of the website may be directed to the California Department of Financial Protection and Innovation at [www.dfpi.ca.gov](http://www.dfpi.ca.gov).

12. The franchise agreement provides for waiver of a jury trial. This may not be enforceable in California.

13. No disclaimer, questionnaire, clause, or statement signed by a franchisee in connection with the commencement of the franchise relationship shall be construed or interpreted as waiving any claim of fraud in the inducement, whether common law or statutory, or as disclaiming reliance on or the right to rely upon any statement made or information provided by any franchisor, broker or other person acting on behalf of the franchisor that was a material inducement to a franchisee's investment. This provision supersedes any other or inconsistent term of any document executed in connection with the franchise.

14. Item 6 under Late Fees is amended to include the following: "The highest interest rate allowed in California is 10% annually."

Item 19 is amended to include the following:

"The financial performance representations do not reflect the costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your franchised business. Franchisees or former franchisees, listed in this offering circular, may be one source of this information."

**EXHIBIT "A"**  
**TO THE FDD**  
**FRANCHISE AGREEMENT**



## **FRANCHISE AGREEMENT**

By and Between

FED UP KITCHEN FRANCHISE, LLC

and

---

(Franchisee)

© 2023, The Franchise & Business Law Group, LLC

This Agreement and the Schedules and Exhibits attached hereto are subject to the copyright of The Franchise & Business Law Group, LLC.

## FRANCHISE AGREEMENT

### TABLE OF CONTENTS

| ARTICLE                                                 | PAGE |
|---------------------------------------------------------|------|
| I. AWARD OF FRANCHISE .....                             | 3    |
| II. TERM AND SUCCESSOR FRANCHISE.....                   | 5    |
| III. INTELLECTUAL PROPERTY.....                         | 6    |
| IV. CONSTRUCTION, COMMENCING OPERATIONS AND LEASE ..... | 9    |
| V. FEES AND REPORTS.....                                | 11   |
| VI. FRANCHISEE'S OPERATIONAL COVENANTS.....             | 15   |
| VII. FRANCHISOR'S OPERATIONAL ASSISTANCE .....          | 23   |
| VIII. PURCHASE OF PRODUCTS.....                         | 24   |
| IX. MANUALS .....                                       | 25   |
| X. MARKETING.....                                       | 25   |
| XI. BREACH AND TERMINATION .....                        | 28   |
| XII. TERMINATION AND EXPIRATION .....                   | 31   |
| XIII. PURCHASE OPTION.....                              | 34   |
| XIV. SALES OR TRANSFER OF THE FRANCHISE.....            | 35   |
| XV. RELATIONSHIP OF THE PARTIES.....                    | 39   |
| XVI. COVENANT NOT TO COMPETE .....                      | 40   |
| XVII. DISPUTE RESOLUTION .....                          | 42   |
| XVIII. NOTICES.....                                     | 45   |
| XIX. CONSTRUCTION AND JURISDICTION .....                | 45   |
| XX. MISCELLANEOUS.....                                  | 46   |
| XXI. DEFINITIONS.....                                   | 49   |

### **Exhibits**

|      |                                                                  |
|------|------------------------------------------------------------------|
| A-1  | Territory                                                        |
| A-2  | Company Representations and Warranties                           |
| A-3  | Fee Chart                                                        |
| A-4  | Brand Protection Agreement for Principals                        |
| A-5  | Employee Brand Protection Agreement                              |
| A-6  | Landlord's Consent to Assignment                                 |
| A-7  | Authorization Agreement for Direct Payments (ACH Debits)         |
| A-8  | Guaranty and Assumption of Obligations                           |
| A-9  | Digital, Social Media, and Listings Authorization for Assignment |
| A-10 | State Specific Addenda                                           |

## FRANCHISE AGREEMENT

THIS FRANCHISE AGREEMENT ("Agreement") is entered into and made effective as of \_\_\_\_\_ by and between **FED UP KITCHEN FRANCHISE, LLC**, a Utah limited liability company ("Franchisor" or "We," "Us" or "Our" as further defined in Article XXI below) and \_\_\_\_\_ ("Franchisee" or "You" or "Your" as further defined in Article XXI below).

WHEREAS, We have developed a system for the operation of a meal prep business known as Fed Up Kitchen™, utilizing the Marks and System, focused on a healthy lifestyle and on assisting clients to achieve their nutritional, fitness, and health goals and other related products and services ("Franchise Business"); and

WHEREAS, You are desirous of entering into an agreement with Us so as to be able to obtain the rights to operate a Franchise Business using the System.

NOW, THEREFORE, in consideration of the mutual covenants, agreements, recitals, obligations, terms and conditions herein contained, and the acts to be performed by the respective parties hereto, the parties hereto agree as follows:

### ARTICLE I AWARD OF FRANCHISE

1.1 Award of Franchise. We hereby grant to You, and You accept, subject to the terms, conditions and obligations herein, the non-exclusive, non-sublicensable personal right to establish and conduct a Franchise Business and the right to use the System and the Marks only as specifically set forth herein. This right is granted for use only at a single location approved by Us ("Kitchen") within Your Territory listed on Exhibit "A-1" ("Territory"). You must operate Your Franchise Business in strict compliance with the terms and conditions of this Franchise Agreement and the Manuals.

1.1.1 Additional Drop-Off Locations. In certain circumstances, We may allow You to open or use remote drop-off locations. These locations must be pre-approved by Us and may not be more than five miles from Your Kitchen unless otherwise approved (or within a 10-minute drive from Your Kitchen (fastest route), whichever is less), and must not be closer than five miles (or within a 10-minute drive (fastest route)) of any other Fed Up Kitchen™ location or drop off location.

1.1.2 Territory Rights. Except as set forth in this Agreement, during the term of this Agreement, We will not establish or operate a traditional company-owned outlet or grant to any person or entity a franchise within three miles of Your Kitchen or drop-off points or within a 10-minute drive (fastest route), whichever is less.

1.1.3 Territory Adjustment. We have the right to adjust the boundaries of Your Territory if the population in Your Territory increases by 50,000 or more as measured from the date of this Agreement.

1.1.4 Minimum Revenue Requirement. Your rights under this Agreement are dependent upon Your achievement of a quarterly minimum revenue volume. You must achieve a minimum of \$50,000 in quarterly Gross Sales each year during the term of this

Agreement. If You do not achieve the minimum Gross Sales in Your Territory in a given quarter, You will be given a notice of default, and You may cure the default by meeting the minimum Gross Sales requirement in the subsequent quarter. If You do not achieve the minimum Gross Sales requirement in the subsequent quarter, We have the right to terminate this Agreement. We also have the right to allow You to continue to operate Your Franchise Business under the terms of this Agreement while We sell Your franchise. If We sell Your franchise, We are entitled to a fee equal to 10% of the sales price to compensate Us for time and expenses to sell Your franchise. You shall be required to pay the required transfer fee, and the buyer will be required to pay the training fee to train a new franchisee. If We have not sold or terminated Your franchise within three months of Us giving You notice of Your second consecutive default, You may cure the default by achieving the minimum Gross Sales requirement during that three-month period.

1.1.5 Catering. You have the right to provide catering services and home deliveries within Your Territory. We can also require that You provide delivery or catering services within Your Territory. However, You must receive Our prior written approval to provide any home deliveries and/or catering services outside of Your Territory. Once approved, You may continue to provide catering service to those accounts and home deliveries within the approved area without the need of additional preapproval. However, at Our discretion, We may revoke Our approval upon 60 days' prior written notice, and no course of conduct of providing catering services or home deliveries outside of Your Territory will be construed as expanding Your Territory. You also understand and agree that if an area outside of Your Territory is later sold to another franchisee, You will no longer be able to service such home delivery or catering accounts in that area.

1.1.6 Corporate Accounts. We have the right to solicit corporate accounts in Your Territory. A corporate account is a large business (defined as 50 or more employees). It also includes professional sports teams as well as collegiate organizations. If We or an affiliate obtain a corporate account in Your Territory, We or an affiliate will have the right to manage that account or assign or subcontract that account to You or another franchisee. For corporate accounts in Your Territory, if You are in good standing, We will provide You with a right of first refusal to service that account before offering the account to another franchisee or corporate store.

1.2 Scope of Franchise Operations. You must at all times comply with Your obligations hereunder and must continuously use Your best efforts to promote and operate Your Franchise Business.

1.3 Our Reservation of Rights. All rights not specifically granted to You in this Agreement are reserved to Us. You expressly acknowledge and agree that this license is non-exclusive, and that We retain, among other rights, the right, in Our sole discretion: 1) to establish and license others to establish and operate Fed Up Kitchen™ businesses outside Your Territory; and 2) to operate and license others to operate businesses outside of Your Territory that do not operate under the Fed Up Kitchen™ brand name.

1.4 No Rights to Use Certain Channels of Distribution. You are not allowed to use Marketing strategies and distribution channels Including websites, the Internet, Social Media, apps, direct marketing, corporate accounts, co-branding with other outlets, etc., without Our prior written permission.

1.5 Restriction of Territory Rights. The rights and privileges granted to You under this Agreement are personal in nature. This Agreement is granted solely for the operation of a Franchise Business at Your approved Kitchen within the Territory and does not extend to the operation of a Franchise Business or any other use of the System from any other location within or outside Your Territory, or in any other manner, except as may be allowed by this Agreement and Our Manuals. We do not restrict customers from purchasing Your products and services if they pick up orders at Your Kitchen and drop off locations. However, You are not permitted to Market or sell to customers in another franchisee's territory. Nonetheless, You may sell products and services outside of Your Territory if such territory has not been granted to another franchisee or is not a company owned territory. However, if You develop customers in an area that is later granted to another franchisee, those customers and orders will be transferred to that franchisee. You cannot operate any other business from the Kitchen other than the Franchise Business.

## **ARTICLE II TERM AND SUCCESSOR FRANCHISE**

2.1 Term. This Agreement will be effective when executed by both You and Us. The franchise term will be for a period of five years, unless terminated earlier pursuant to Article XI herein. However, at the time You sign a lease for the Kitchen, the term of this Agreement will be extended to coincide with the expiration date for Your Lease, so long as such Lease is approximately 60 months unless otherwise agreed in writing by Us. If We are required by law or otherwise to give You notice before the Termination of this Agreement and fail to do so, this Agreement will remain in effect from month-to-month until We have given the required notice.

2.2 Successor Franchise. You have the right to be awarded a successor franchise ("Successor Franchise") upon the expiration of the original term for an additional term of five years if all the following conditions are met at the time You elect to renew: 1) You are not in default of this Agreement; 2) You have complied with and timely met material terms and conditions of this Agreement throughout the initial term; 3) You have complied with Our material operating and quality standards and procedures and any required modification to such standards and procedures; 4) You have timely paid all monetary obligations owed to Us during the term of this Agreement; 5) You are not subject to any pending litigation or governmental proceeding which could have a material adverse effect upon You or Your Franchise Business; and 6) You give Us written notice of Your intent to renew at least six months and not more than 12 months prior to the expiration date of the term hereof. You will not be required to pay a successor franchise fee in order to sign a Successor Franchise Agreement. Your Successor Franchise Agreement will also provide for an additional successive franchise term of five years subject to conditions similar to those set forth in this Section 2.2. Your failure to give such notice will constitute an election not to enter into a Successor Franchise Agreement (defined below). If You fail to enter into a Successor Franchise Agreement for any reason but continue to operate Your Franchise Business, at Our election, You will be deemed to have renewed on a month-to-month basis, requiring You to abide by Our then-current Fees. In addition to Our rights to terminate as set forth in Article XI, Your month-to-month Franchise Business may be terminated by Us upon 30 days' prior written notice to You for any reason whatsoever.

2.2.1 Commencement Date for Successor Franchise Term. Unless another date is specified in a Successor Franchise Agreement, which date will supersede, said Successor



Franchise term, including, any month-to-month term, will commence on the day following the expiration date of the initial or applicable Successor Franchise term.

2.2.2 Notice of Non-Approval. Upon receiving Your election to enter into a Successor Franchise, We will have 45 days to provide written notice in the event You do not qualify for a Successor Franchise or as otherwise required by law.

2.2.3 Successor Franchise Agreement. If approved as a Successor Franchise, You must execute Our then-current form of Our successor franchise agreement ("Successor Franchise Agreement"). The Successor Franchise Agreement Includes personal guarantees and a general release of all claims against Us arising from this Agreement, the relationship created herein, and Your Franchise Business. If You fail to execute such a release, the signing of the Successor Franchise Agreement will be the equivalent of the granting of such a release. The Successor Franchise Agreement will supersede in all respects the terms and conditions of this Agreement, and You will be obligated to pay royalties and other continuing Fees at the then-existing levels required to be paid by new franchisees. You must sign and return to Us the Successor Franchise Agreement within 90 days prior to the expiration of this Agreement, or You will, at Our election, be deemed to have withdrawn Your request to enter into a Successor Franchise Agreement, and this Agreement will Terminate at the expiration of the term then in effect. **You acknowledge that You will be bound by the form of the Successor Franchise Agreement in effect at the time which may contain Fees and charges, territorial, and other changes in material provisions different from those contained in this Agreement, including terms affecting payments to Us or Our affiliates.**

2.2.4 Upgrading Your Franchise Business. As a condition to Us approving You entering into a Successor Franchise Agreement, at Your expense, You are required to reasonably renovate, remodel, redecorate, redesign, refixture, upgrade, and/or otherwise refurbish Your Franchise Business and Kitchen to the extent and in the manner specified by Us to conform with and bring it up to the standards, image, and capabilities of new Fed Up Kitchen™ outlets being opened at the time the Successor Franchise takes effect. Unless otherwise waived by Us, such improvements must be made within six months of signing the Successor Franchise Agreement. You shall make all necessary arrangements to continue the occupancy of Your existing Kitchen through the Successor Franchise term(s) unless We give written permission to relocate Your Kitchen.

2.2.5 Successor Franchise Training. As a condition to Us approving You entering into a Successor Franchise Agreement, Your Operating Principal, and/or other key personnel may also be required to attend and successfully complete trainings, certifications and other programs at such times and locations as We specify. You may be required to cover the expense of travel, meals, lodging, and other related costs for such training and certifications.

### ARTICLE III INTELLECTUAL PROPERTY

3.1 Intellectual Property and Confidential Information. You acknowledge that: 1) as between You and Us, We have the sole rights in and to the Intellectual Property and Confidential Information; 2) Your right to use the System is granted by Us solely pursuant to the terms of this Agreement; and 3) as between You and Us, We have the sole right to license and control Confidential Information and Intellectual Property. Our Intellectual Property and Confidential Information provided to You by or through Us will remain Our sole property. You

acknowledge that Our Confidential Information and Intellectual Property are unique and/or confidential and contain trade secrets and other material proprietary to Us.

3.2 Use of Confidential Information and Intellectual Property. You have a non-exclusive right to use the Confidential Information and Intellectual Property and only in connection with Your Franchise Business and in accordance with Our Manuals and this Agreement. You understand and agree that the use of Our Confidential Information, Intellectual Property, and goodwill are all temporary benefits and expire with the Termination of this Agreement. You expressly covenant that during the term of this Agreement and after the Termination thereof, not to: 1) directly or indirectly contest or aid in contesting the validity of Our ownership of, or rights in, the Confidential Information or Intellectual Property; 2) in any manner interfere with or attempt to prohibit Our use of the Confidential Information or Intellectual Property and derivatives thereof or any other name, trademark or service mark that is or becomes a part of Our System; or 3) interfere with the use of Our Confidential Information or Intellectual Property by Our other franchisees or licensees at any time.

3.3 Our Marks. You acknowledge that as between You and Us, the Marks and derivatives thereof are valid trade names, trademarks and service marks owned by Us or licensed to Us.

3.4 Use of Marks and System. You have the non-exclusive right to Use Our Marks and the System as directed by Us. You shall only use Our Marks licensed by this Agreement and only with the letters "TM," "SM" or "®," as appropriate, approved and as instructed by Us, whenever and wherever such Marks are used. You shall not use Your own name or any other name service or product in connection with any of Our Marks without Our prior written consent. You are prohibited from using any Mark in connection with the performance or sale of any unauthorized service or product. You cannot use the Marks or System in any manner, or otherwise take any action (or inaction) that would or may cause the Marks or the System to be subject to any ill repute or negative publicity. You cannot use the Marks on any intercompany documents to identify Your Franchise Business or entity (Including in or on employee manuals, handbooks, emails, letterhead) or on business checks or bank accounts. All communications with Your employees must be under Your entity name.

3.4.1 Cooperation. You shall execute any and all additional papers, documents and assurances in connection with the Marks as reasonably requested by Us and agree to cooperate fully with Us and any of Our other franchisees or licensees in securing all necessary and required consents of any state agency or legal authority for the use of the Marks or any other name, trademark, service mark, logo or slogan that is now or later becomes a part of Our System. You shall immediately notify Us as soon as You become aware of any infringement or apparent or alleged infringement of the Marks, Our Confidential Information, or any part of Our Intellectual Property.

3.4.2 Use in Marketing. The use of the Marks in Marketing is set forth in Article X.

3.4.3 Modification of Marks. We have the right, in Our reasonable discretion, to require You to change, modify or discontinue the Marks or to use one or more additional trademarks, service marks, logos and/or other symbols in connection with the operation of the Franchise Business. In that event, You must bear the cost of using such additional or modified Marks or items in accordance with Our reasonable directives.

3.4.4 No Registration. You cannot make application for registration or other protection of any of the Marks, or any other trademarks, service marks, symbols, names, slogans, logos, trade names or any items that are similar or derivatives therefrom in any jurisdiction without Our prior written consent and then only upon the terms and conditions specified by Us in connection therewith.

3.5 Copyrights. All right, title and interest in and to Copyright Materials are Our sole and exclusive property and cannot be reproduced or replicated either during or after this Agreement. You have no rights to make any direct or indirect use of the Copyrighted Materials except as allowed under this Agreement.

3.6 Sole Control. As between You and Us, We will have the sole control over any legal or administrative action concerning Our Confidential Information or Intellectual Property. You must promptly notify Us in writing of any unauthorized use of Our Confidential Information and Intellectual Property, or of any claim, demand or suit by any person, corporation or other entity based upon or in connection with any of Our Confidential Information or Intellectual Property licensed hereunder in which We have an interest. We will indemnify You against and to reimburse You for all direct damages (but not consequential damages including loss of revenue and/or profits), for which You are held liable in any proceedings arising out of the use of Our Confidential Information or Intellectual Property pursuant to and in compliance with this Agreement, and for all costs reasonably incurred by You in the defense of any claim brought against You or in any proceeding in which You are named as a party, provided that You have timely notified Us of any claim or proceeding and have otherwise complied with this Agreement.

3.7 Goodwill. You acknowledge that valuable goodwill is attached to the Marks and System, and that We have invested and continue to invest time and capital into promoting the System and that such promotion creates goodwill and customer association which benefits Us, You, and all other franchisees in the System. Furthermore, even goodwill associated with the Marks and System that might be deemed to have arisen through Your activities is Our sole property and inures directly and exclusively to Our benefit, except as otherwise provided herein or by applicable law.

3.7.1 Customer Data. All Customer Data is Our sole property and inures directly and exclusively to Our benefit. You have a royalty-free, non-exclusive right to use the Customer Data during the term of this Agreement. You must gather, upload, and/or store all Customer Data as required by Us. To the extent that We do not otherwise have access, You must provide Us copies of all Customer Data upon request. You must abide by all applicable laws pertaining to the privacy of consumer, employee and transaction information, and do not contact laws. If We allow You to use the Customer Data to transmit advertisements to customers and potential customers, You are solely responsible to comply with the laws pertaining to calling or texting customers, the sending of emails or other transmission of information, including any anti-spam legislation.

3.8 Fictitious Business Name. You must not use Our Marks or any other name similar thereto in the name of any partnership or entity owned or formed by You, whether to own or operate Your Franchise Business or otherwise. However, within 30 days of signing this Agreement, You must file for a certificate of assumed or fictitious name or a “doing business as” name (“DBA”) using our Marks as designated by Us, and in the manner required by state law so as to notify the public that You are operating Your Franchise Business as an

independent business pursuant to this Agreement and must Include Your assigned franchise designation in such filing. You must provide Us with a copy of Your DBA registration and/or certificate upon receipt of the same, and upon Our request from time to time.

3.9 Maintaining Secrecy. You shall: 1) fully and strictly adhere to all security procedures prescribed by Us in Our sole discretion for maintaining the secrecy of Our Confidential Information; 2) disclose such information to Your employees only to the extent necessary to Market Our products and services and for the operation of the Franchise Business in accordance with this Agreement; 3) not use any such information in any other business or in any manner not specifically authorized or approved in writing by Us; and 4) exercise the highest degree of diligence and make every effort to maintain the absolute confidentiality of all such information during and after the term of this Agreement.

3.10 Changes to the System. You shall fully disclose all Innovations to Us, without disclosing the Innovation to others and shall obtain Our written approval before using or implementing an Innovation. All Innovations are owned by Us and considered a “work-made-for-hire.” If all or part of any Innovation that You create is for any reason deemed not to be a work-made-for-hire, then You hereby irrevocably transfer and assign to Us or Our affiliate all right, title, interest and ownership, Including license rights, in the Innovation, and You agree to execute any document necessary to effectuate the transfer and assignment. To the extent You have any moral or similar rights in an Innovation or derivative thereof, You expressly waive those rights. Any Innovation may be used by Us and all other franchisees without any obligation to compensate You. We reserve the right to make application for and own Intellectual Property relating to any Innovation, and You shall cooperate with Us in securing these rights. We may also consider an Innovation as part of Our trade secret. At Our discretion, We may authorize You to utilize Innovations that may be developed by You, Us, or other franchisees.

3.11 Association with Causes; Co-Branding. You cannot, without first receiving Our written approval, in the name of the Franchise Business or in any manner associated with the Marks: (i) donate money, products, or services to any charitable, political, social, religious, or other for-profit or non-profit organization, cause, or position, or (ii) act in support of or against any such organization, cause, or position. You cannot “co-brand” or use the Marks or Your Franchise Business to associate any other business activity in a manner which is likely to cause the public to perceive the activity to be related to or sponsored by the brand or System.

## **ARTICLE IV CONSTRUCTION, COMMENCING OPERATIONS AND LEASE**

4.1 Location of Kitchen. You must select a site within the designated search area listed on Exhibit “A-1” (“Search Area”). You must have a site approved by Us within four months of signing this Agreement. Although We must approve of Your site, We do not warrant or guarantee the success of the site. You must not commit to purchase or lease any real property or commence construction unless and until You have Our written approval of the proposed location. Your Kitchen must strictly comply with local zoning and, state and federal laws, rules and regulations.

4.1.1 Location Approval. We must approve Your proposed site. However, it is Your responsibility, at Your sole cost and expense, to select the site within the Search Area. You must provide Us with the street address of the proposed site and such other information as We request, Including pictures or existing brochures of the proposed site. **We do not prepare**

**demographic studies or otherwise evaluate the need for Our products and services in Your Territory, nor do We provide You with a site checklist or other similar information.** Site approval or disapproval should be completed by Us within 30 days after You have submitted a proposed site to Us.

4.2 Lease. A Lease must be in place within six months from the date of this Agreement. We do not assist You in negotiating the Lease; however, We must approve of Your Lease, Including the term of the Lease. You must also deliver an executed copy of the Lease to Us within 15 calendar days after execution.

4.2.1 Assignment of Lease. You hereby assign and transfer all rights and interest in and to the Lease to Us to be effective upon Our election when this Agreement Terminates. In such event, We will have the right, but not the obligation, to accept the assignment and assume the Lease or execute a lease with You as provided below. We also have the right to assign the Lease to another franchisee or an affiliate of Ours. If You own the premises, You hereby agree to lease the facilities to Us upon Termination of this Agreement at a rate not to exceed its fair market rental value, and on commercially reasonable terms and conditions. Your Lease must Include a provision allowing the assignment of the Lease to Us or Our nominee, at Our option, in the event this Agreement is Terminated for any reason, and You are required to have Your landlord sign the attached Landlord's consent to an assignment of the Lease before the Lease is signed. The Landlord's consent is attached hereto as Exhibit "A-6." You and Your Landlord are also required to complete and sign the lease rider attached as Schedule "A-6.1" to Exhibit "A-6."

4.2.2 Assumption of Lease. We will have 45 days from the date of Termination of this Agreement, to exercise Our right and option to take and assume the Lease for the Kitchen. If the option is exercised, We will notify You and the Landlord of Our exercise within the option period. In such event, You agree to bring all obligations under the Lease current as of the date of possession by Us as well as to indemnify Us against all losses and costs arising by virtue of, attributable to, or in any way related to the period of Your possession of the Kitchen. All taxes, utilities and rentals will be prorated between Us and You as of the date of Our possession. We will not be obligated to pay Your arrearages. After the date of possession, We agree to indemnify You against all Lease obligations solely attributable to the period of Our possession of the Kitchen. You agree that no compensation for the Lease is payable by Us to You unless the Kitchen is owned by You. The Lease will be transferred to Us without the payment of any kind to You by Us for the Lease other than the indemnification provided above.

4.3 Construction. Any construction of the Kitchen must be done in strict accordance with the specifications approved by Us, but it is Your responsibility to verify that the plans conform to federal, state, and local laws. You must commence construction within 30 days from the signing of Your Lease, and construction must be completed within ten months from the date of the Lease.

4.3.1 Design of Kitchen. At Your own expense, You are required to follow Our interior and exterior design standards and specifications. We provide You preliminary layout/design plans for Your Franchise Business, but You must adapt these plans at Your expense in accordance with local, state and federal laws, rules and ordinances, for Your specific Kitchen using a local architect and/or engineer. You are also responsible for obtaining any required permits.

4.3.2 Setting Up the Kitchen. You shall arrange the fixtures, equipment, signs, furniture and décor of the Kitchen in strict compliance with the format and color schemes recommended by Us and to work with Our approved suppliers providing such items. We must approve Your Kitchen setup prior to opening, and if any elements of the Kitchen do not meet Our specifications, You will, at Your cost, be required to make the required adjustments.

4.3.3 Abandonment of Construction. Abandonment of construction or stoppage of construction for six or more weeks due to Your fault or neglect will be grounds for terminating this Agreement.

4.3.4 Approval of Construction. You may not operate Your Franchise Business if construction, improvements and fixturation do not conform to Our approved specifications and failure to correct any unauthorized variance for such plans and specifications within 30 days after written notice from Us will be grounds for terminating this Agreement. We have the right to supervise and inspect all construction to assure compliance with approved plans and specifications.

4.4 Commencing Operations. You are required to commence operations not later than one week following completion of Your Kitchen and in no case later than 11 months from the date of Your Lease.

4.4.1 Conditions to Opening. You shall notify Us in writing at least 30 days before You intend to open the Franchise Business to the public. Before opening, You must satisfy all of the following conditions: 1) You are in compliance with this Agreement; 2) You have obtained all applicable governmental permits, licenses, certificates of occupancy, and authorizations; 3) the Kitchen and Your Franchise Business conforms to all applicable System standards; 4) We have inspected and approved the Franchise Business, which may be done virtually; 5) You have hired sufficient employees; 6) Your applicable personnel have completed all of Our required pre-opening trainings and certifications; and 7) We have given You Our written approval to open, which will not be unreasonably withheld.

4.5 Relocation of Kitchen. You are not allowed to relocate Your Kitchen without Our prior written approval. Approval to relocate will be based upon the same criteria used in approving a new franchisee's proposed site. You must demonstrate the financial ability to relocate as part of Our approval process. Additionally, You must pay Us a relocation Fee to cover Our costs to review and approve the relocation. Our time will be billed at \$50 per hour, and You must reimburse Us for any legal fees and costs associated with updating documentation, reviewing new sites, and editing Our website and promotional materials. We have the right to deny a request for relocation in Our sole discretion.

4.6 Failure to Meet Deadlines. If You fail to meet a deadline and fail to cure, this Agreement is subject to Termination by Us, at Our option.

## **ARTICLE V FEES AND REPORTS**

5.1 Initial Franchise Fee. You shall pay Us the initial franchise fee listed in Exhibit "A-3" in one lump sum at the time of execution of this Agreement. The initial franchise fee must be paid by wire transfer or certified check. The initial franchise fee is fully earned by Us and is non-



refundable. No rights or privileges under this Agreement exist until the initial franchise fee is paid in full.

5.1.1 Additional Franchises. During the term of this Agreement, You may purchase additional franchises at a discounted initial franchise fee per location as listed in Exhibit "A-3." This option will only be available to You if there are franchise territories available, You meet Our then-current criteria for new franchisees, You are current and not in default of this Agreement, and, in Our sole discretion, We determine to sell You another franchise. You will be required to sign Our then-current franchise agreement, which may have material terms different from this Agreement.

5.2 Royalty. You shall pay Us a non-refundable, on-going, monthly royalty as listed in Exhibit "A-3." The royalty is in consideration of Your right to use Our Intellectual Property and certain Confidential Information in accordance with this Agreement and not in exchange for any specific services We render.

5.2.1 Change in Law. In the event there is a change in the law or a discovery of a law affecting the collection of payments to Us, You agree to allow Us to modify the definition of "Gross Sales" and the calculation of other Fees due to Us in order to comply with the law. However, in no event will the modification of the term "Gross Sales" or the calculation of other Fees due to Us result in Your payment in excess of the Fees listed in Exhibit "A-3."

### 5.3 Marketing Fees.

5.3.1 Brand Development Fund. You shall pay Us a monthly Brand Development Fund fee listed in Exhibit "A-3" for Our Marketing activities as further described in Section 10.1 below. This fee is payable on the same terms as the royalty.

5.3.2 Local Marketing. You must also allocate and spend the amount is listed in Exhibit "A-3" each month on local marketing in Your Territory. We may increase Your local Marketing requirement to up to \$1,000 per month which may be done at one time or in stages. We will waive this requirement if You reach at least \$100,000 in average monthly Gross Sales, and We can reimplement this requirement if Your average Gross Sales drops below \$100,000 for three or more months.

5.3.3 Marketing Cooperative. In the event a local or regional marketing cooperative is formed, You will be required to contribute to the marketing cooperative. See Section 10.2 below.

5.3.4 Opening Marketing. You are required to spend at least \$5,000 in promoting Your opening in forms and mediums as approved by Us. You have the option to pay Us a grand opening Marketing Fee (see Exhibit "A-3") for Us to promote Your grand opening. This fee is due in full at the time of signing up for this service.

5.4 Calculation and Reporting. The calculation, reporting and payment of the Fees specified in Sections 5.2 and 5.3 above will be made as follows:

5.4.1 Gross Sales Report. See Section 5.5 below.

5.4.2 Payments; Due Date. Royalties and Brand Development Fund Fees are due on the 10<sup>th</sup> of each month for the previous month's sales. All Fees must be paid in accordance with Our then-current electronic funds transfer, ACH or other automatic withdrawal program or as specifically directed by Us. Our current ACH agreement is attached hereto as Exhibit "A-7" and may be modified by Us at any time in Our sole discretion. We reserve the right to change the payment due date or require an alternative payment frequency payment for any or all Fees in the future. You agree that Your obligation to pay all Fees due under this Agreement are absolute and unconditional.

5.4.3 Operating Account. You shall not have more than one Operating Account associated with the Franchise Business. If You fail to timely report Gross Sales, We may automatically sweep or debit an estimated amount of Fees due to Us. You shall pay Us any amount owing if We underestimate Your payment to Us, and We will credit You with any overage that We charge. You must maintain a minimum of \$10,000 in Your Operating Account at all times for business emergencies, provided that in any 30-day period, the Operating Account may have less than such amount for a period of not more than 10 days. You are required to provide Us with view-only access to Your Operating Account.

5.4.4 Late Fees. You will be charged a late Fee if a required Fee, payment to Us or an affiliate, or report is not timely received by Us or an affiliate, and You will be charged per bounced check or insufficient funds transfer. See Exhibit "A-3." These Fees are due with the next royalty payment.

5.4.5 Interest. In addition, all Fees not paid when due will be assessed and accrue interest from the due date to the date of payment, both before and after judgment at the rate of 18% per annum or the maximum rate allowed by law, whichever is less. In no event will any amounts be charged as interest or late fees or otherwise that exceed or violate any applicable legal restrictions. Unpaid interest charges will compound annually.

5.4.6 Sales or Use Tax. If there is hereafter assessed any nature of sales tax or use tax or other value added tax on Fees, You pay to Us. You shall also pay Us the applicable tax when invoiced.

5.5 Reports and Financial Statements. You must submit the following reports by the following due dates. We reserve the right to require all reports to be submitted at more frequent intervals.

| TYPE OF REPORT              | DUE DATE                                                                              | REMARKS                                                                                 |
|-----------------------------|---------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| Gross Sales Report          | Same as royalty payments                                                              | You must submit this report in a form We approve or require.                            |
| Local Marketing Report      | The 10 <sup>th</sup> day of each month for the prior month's advertising expenditures | This report must detail Your expenditures for local marketing in a form We may require. |
| Marketing Disbursement Plan | Must be submitted 90 days prior to opening and updated December 31 of each year       |                                                                                         |
| Profit and Loss Statement   | Quarterly by the 15 <sup>th</sup> day of                                              | These financial statements                                                              |



|                             |                                       |                                                                                                                                                                                                                                              |
|-----------------------------|---------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| and Balance Sheet           | each quarter for the previous quarter | do not need to be prepared by Your accountant or audited unless requested by Us.                                                                                                                                                             |
| Annual Financial Statements | On or before January 31 of each year  | This is a complete financial statement for the preceding calendar year, including a profit and loss statement and balance sheet. These financial statements do not need to be prepared by Your accountant or audited unless requested by Us. |
| State Tax Return            | 15 days from submission               |                                                                                                                                                                                                                                              |
| Federal Tax Return          | 15 days from submission               |                                                                                                                                                                                                                                              |
| Sales Tax Report            | 10th of the month                     |                                                                                                                                                                                                                                              |
| Payroll Tax Report          | 10th of the month                     |                                                                                                                                                                                                                                              |
| Other Reports               | Upon request                          | Those additional reports that We may from time to time require, Including by way of example and not limitation, sales and cost data and analysis, advertising budget and expenditures.                                                       |

5.5.1 Access and Use of Financial Records. We or Our certified public accountants or other duly authorized agent, have the right during normal business hours to conduct computer and other audits and to examine and make copies of Your books, records, financial statements and sales and income tax returns, and You must keep complete and accurate books and records of the operation of Your Franchise Business. You shall provide Us with access to, or copies of, all financial records in the time We require.

5.5.2 Audit of Books and Records. If any audit or investigation discloses a deficiency of 2% or more of the Gross Sales in the computation or payment of Fees due to Us, You shall immediately pay Us the amount of the deficiency, the appropriate Fee for late charges, and You shall reimburse Us for the total expense of the audit or investigation, Including the charges for the accountant and the travel expenses, room, board and other costs incurred in connection with the audit. Your failure to report Gross Sales for any period, or Your failure to retain and have available, readable, and organized required records will be deemed an understatement by more than 2%.

5.6 Application of Payments. We can apply any payments received from You to any past due or then-current indebtedness of Yours for any payments owing to Us.

5.7 No Refunds. The Fees set forth in this Agreement are not refundable.

5.8 Funding. You are solely responsible for obtaining all funding for Your Franchise Business. Failure to obtain sufficient initial funding for opening Your Franchise Business is grounds for termination of this Agreement.

5.9 Non-Compliance Fines. We may issue You a fine for certain violations of this Agreement and/or the Manuals. The fines are set forth in Our Manuals. If You do not correct the violation within the time required by Us, We have the right to put You in default. We are not obligated to charge You a fine before putting You in default. All fines and charges are to be paid upon billing or in accordance with Our electronic funds or automatic withdrawal program, if established. Such fines are a reasonable estimate of Our internal cost of personnel time attributable to addressing the non-compliance and is not a penalty or estimate of all damages arising from Your breach, and such fines are not Our sole remedy. Our decision to impose or not to impose a fine for Your non-compliance does not constitute a waiver of any other right that We may have under this Agreement, Including Termination of this Agreement.

5.10 Technology Fee. You must pay Us or the designated supplier(s) the Fee listed in Exhibit "A-3" for utilization of Our technology suite. We can designate You to pay all or a portion of this Fee directly to the supplier. We may increase this fee to account for new or additional technologies and increased costs.

5.11 Sales Commission Fee. You have the option to hire Us (which may be provided through Our affiliate) to perform sales services for You for a commission fee. See Exhibit "A-3."

5.12 Client Consultations. Upon Your reasonable request, and depending on availability, We may assist You with client consultations. See Exhibit "A-3."

## **ARTICLE VI FRANCHISEE'S OPERATIONAL COVENANTS**

6.1 Business Operations. In addition to other obligations, requirements and covenants set forth in this Agreement:

6.1.1 Compliance with Applicable Laws. You are solely responsible for ensuring compliance with all applicable laws, ordinances and regulations or ruling of every nature whatsoever which in any way regulate or affect the operation of Your Franchise Business. You must also comply with federal, state, and local health and consumer protection laws and regulations governing the food service industry and concerning food preparation, handling, storage, truth in menu laws concerning menu item names and product labeling, nutritional claims, and local labor regulations, Including minimum age and minimum wage laws.

(i) Permits and Licensing. You shall obtain and maintain all required permits and licenses for the operation of Your Franchise Business. You agree that We have not made and You have not relied on any representation that no permits and licenses, or only certain licenses, permits, etc., are necessary in connection with the operation of Your Franchise Business.

6.1.2 Appearance; Customer Service. You shall establish and maintain Your Kitchen in a clean, attractive and repaired condition; perform work competently and in a workmanlike manner; give prompt, professional, courteous and efficient service to the public adhering to the highest standards of honesty, integrity, fair dealing, and ethical conduct; and otherwise operate Your Franchise Business in strict compliance with Our System and policies, practices and procedures contained in the Manuals or otherwise communicated to You so as to preserve, maintain, and enhance the reputation and goodwill of Our System. We reserve the right to require that Your employees comply with any dress code, Mark or other brand-related

standards that We may require. You shall arrange the fixtures, signs, furniture, and décor of the Franchise Business in strict compliance with the format recommended by Us.

6.1.3 Signage. You must have the number of interior and exterior signs as required by Us and according to Our specifications. All signs to be used on, in, or in connection with Your Franchise Business must meet Our specifications and must be approved in writing by Us prior to use by You. You shall maintain all signs in good condition and undertake such repairs and or replacements at Your expense as We reasonably determine to be necessary. You are required to use the location's pylon/pole or monument sign, if available. You understand and acknowledge that although You are required to purchase and display signage, Including signage displaying Our Marks, You do not own rights to use of the signs following Termination.

6.1.4 Training. Your Operating Principal and Your designated managers, if other than Your Operating Principal, are required to attend and successfully complete Our training program at least 30 days prior to opening Your Franchise Business. Failure to successfully complete training is a default of this Agreement. The training instruction is provided by Us without charge to You for up to two attendees. We also allow up to three additional persons to attend the initial training. The cost for additional trainees to attend the initial training is listed in Exhibit "A-3." Each person must attend the same training session. You must cover the travel, food, and lodging costs as well as compensation for Your attendees.

(i) Replacement Training. Any new Operating Principal must complete the initial training program prior to taking over as the Operating Principal. New managers may be trained by Your Operating Principal, but We can also require Your managers to be trained by Us if We reasonably believe such training would be in the best interest of Your Franchise Business. Our Fee for this training is listed on Exhibit "A-3." You must also cover the travel, food, and lodging for Your attendees or Our representatives, as applicable.

(ii) Additional Training. Depending on availability and advanced written notice, if You would like additional training, We may provide this training to You. We have the right in Our sole discretion to limit additional training to a certain number of days, attendees, and/or representatives at a time. We can also require Your Operating Principal and/or other key personnel to attend additional trainings if You are in default, or if We reasonably believe such training would be in the best interest of Your Franchise Business. Our current Fee for additional training is listed in Exhibit "A-3." For all training, You shall also bear the costs of travel, food, lodging and compensation of Your attendees or Our representatives (as applicable) in connection with training.

(iii) Non-Disclosure. All attendees at a training must sign a non-disclosure agreement acceptable to Us before attending a training.

(iv) Rescheduling Fee. You shall pay Us the rescheduling Fee listed in Exhibit "A-3" if You cancel, postpone, or reschedule an in-person training or assistance within two weeks of the scheduled date, or if You fail to complete certain requirements prior to a training.

6.1.5 Opening Assistance. You must provide Us a valid certificate of occupancy for the Kitchen before We send any representatives to provide any opening assistance. Additional details on the opening assistance are set forth in Section 7.5 below.

6.1.6 Other Agreements. You must execute all other agreements required under this Agreement or as reasonably requested by Us from time to time and to provide Us with a copy within 15 days of execution.

6.1.7 Management. Your Franchise Business must be managed by either Your Operating Principal or a designated manager who will be required to devote their full time, attention, and best efforts to the management and operation of Your Franchise Business. You must have at least one manager onsite during regular business hours. You must disclose the identity of Your Operating Principal to Us, and You must immediately notify Us in writing if Your Operating Principal is no longer acting in such capacity. We must approve of Your Operating Principal and any replacement Operating Principal.

(i) Unless Your Operating Principal will act as the full time manager of the Franchise Business, Your Operating Principal is not required to work a certain or minimum number of hours; however, Your Operating Principal must maintain sufficient inventory, supplies and products and work sufficient hours to operate Your Franchise Business or supervise Your managers and employ adequate personnel to operate Your Franchise Business at its maximum capacity and efficiency.

(ii) Your Operating Principal must work at the Kitchen for the first 90 days of operation. After that time, We recommend but do not require onsite supervision by Your Operating Principal. Although We do not require Your Operating Principal to be involved in the day-to-day, on-Kitchen management, Your Operating Principal is required to participate in Your Franchise Business as follows: (i) be directly responsible for overseeing all accounting, reporting and bookkeeping, and all financial components of the Franchise Business; (ii) attend and complete all training and retraining courses required by Us; (iii) attend any annual or special meetings of franchisees called by Us; (iv) be directly involved with site selection, construction, remodeling, (v) be directly involved in all personnel decisions affecting the Franchise Business; and (vi) conduct frequent inspections of the Franchise Business operations to ensure the highest standards of professionalism, cleanliness, sanitization, and general pleasant appearance and in compliance with Our approved methods.

(iii) Your Operating Principal must devote their primary attention to the Franchise Business, and You, Your Operating Principal and Your manager(s) must keep free from any conflicting or competing enterprises or any other activities that would be detrimental to or interfere with the operation of Your Franchise Business.

6.1.8 Operational Hours. You shall operate Your Franchise Business at least five days per week throughout the year and at the hours We may designate. We reserve the right to require You to operate seven days a week.

6.1.9 Remodel and Upgrades. You shall repair, refinish, repaint, remodel, modernize, redecorate, or otherwise refurbish Your Kitchen from time to time as We may reasonably direct, but not more often than every five years between required remodels and upgrades (except for required changes to the Marks and equipment, which We may require at any time) to conform to the building design, color schemes and presentation of trade dress consistent with Our then-current public image. This can Include structural changes, new flooring, wall treatments, signage new equipment, remodeling, redecoration, new furnishings, fixtures and décor, and such modifications to existing improvements as may be reasonably necessary, such that all Fed Up Kitchen™ locations will have a generally similar look and appearance. You must

complete all such updates and upgrades within six months of notice from Us. You shall also complete any day-to-day maintenance issues as they occur during the term of this Agreement. In the event You relocate Your Kitchen to a new approved location, or sign a Successor Franchise Agreement, You must bring Your new Kitchen up to Our then-current standards.

6.1.10 Your Employees. You, Your principals and Your employees are not Our employees. You are solely responsible for the hiring, firing, compensation, benefits, managing, and training of Your employees. We do not assist You in employment related decisions, or in creating any policies or terms and conditions related to the management of Your employees or their employment. We may provide You with a sample employee guide or manual, but it will only be an example of certain employment matters unless otherwise expressly provided by Us. It is Your responsibility to comply with local and federal labor and employment laws.

6.1.11 Insurance.

(i) Minimum Limit Requirements. You shall at all times during the entire term of this Agreement and at Your own expense keep in full force, by advance payment(s), the following minimum insurance policies, obtained from a company rated "A-" or better by A.M. Best & Company, Inc.:

| Type of Insurance                             | Minimum Required Amount(s)                                                                                                                                  |
|-----------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Commercial General Liability Insurance        | \$1,000,000 per occurrence and \$2,000,000 in the aggregate or leasehold minimum, whichever is greater                                                      |
| Property Insurance                            | 100% of the full replacement cost against loss or damage from fire and other risks normally insured against in extended risk coverage                       |
| Commercial Automobile Insurance               | At least \$1,000,000 (combined single limit for personal injury, including bodily injury or death, and property damage)                                     |
| Data Breach & Cyber Security Breach Insurance | \$500,000 per occurrence and \$1,000,000 aggregate                                                                                                          |
| Umbrella Insurance                            | Excess "umbrella" liability with a limit of not less than \$1,000,000                                                                                       |
| Government Required Insurances                | You must maintain and keep in force all worker's compensation and employment insurance on Your employees that is required under all federal and state laws. |

(ii) Policy Requirements. Other than worker's compensation, these policies must insure You and Us and Our nominees as additional insureds, without regard to any other insurance program that We may have in effect, against any liability that may accrue by reason of or relating to Your ownership, maintenance or operation of the Franchise Business wherever it may be located. These policies must stipulate that We will receive a 30-day written notice prior to renewal or termination, and We must receive a 30-day notice of any modifications. Original or duplicate copies of all insurance policies, certificates of insurance, or other proof of insurance acceptable to Us must be furnished to Us together with proof of payment prior to You beginning operations and within 15 days of any request which We may make from time to time.

These insurance coverage requirements are only minimums. You need to make an independent determination as to whether increased amounts or additional types of insurance are appropriate. If You fail to obtain insurance and keep the same in full force and effect, We may obtain insurance at Our discretion, and You must reimburse Us the premium costs, plus an administration Fee for Our time (see Exhibit “A-3”). We may periodically increase the amounts of coverage required and/or require different or additional coverage. If Your Kitchen is damaged and covered by insurance, You must use the proceeds to restore the facility to its original condition no later than 160 days from receiving the proceeds unless We consent otherwise in writing.

6.1.12 Pricing. We may, to the degree permitted by law, suggest retail prices and specify maximum and/or minimum pricing You may charge for products and services. If We impose a maximum price for any product or service, You may charge any price for the product or service up to and Including the maximum pricing We impose, but You may not charge any price in excess of the maximum pricing. If We impose minimum pricing for any product or service, You may charge any price down to and Including the minimum pricing imposed, but You may not charge any price below the minimum pricing set by Us. Unless otherwise agreed to by Us in writing, You cannot advertise or promote prices lower than, or inconsistent with, Our suggested prices outside of Your Kitchen. Our pricing policies are intended to benefit the System as a whole and may not maximize Your profits.

6.1.13 Computer and POS System. At Your expense, You must purchase or lease the computer and point of sale (“POS”) system and other computer hardware and software systems designated by Us in strict accordance with Our specifications, and We can mandate the forms of payment that You can or must accept. If We adopt a different computer system, POS system or other system in the future, You must adopt it at Your expense. You must maintain, repair, modify and upgrade, all such items, at Your sole expense. You must provide Us full 24-hour/7-day a week access, Including online access, and the right to “upload” or “download” information to and from all POS, computer and other systems, and to the information and data contained in them. There is no contractual limitation on Our right to receive information through Your computer, POS or other systems or to the frequency and cost of the obligation to upgrade and maintain them. You hereby waive any claim against Us or Our affiliates for any loss, damage, liability or expense caused by or related to failures, errors, acts, omissions, or otherwise of any computer, POS, hardware or software system (not related to Our or an affiliate’s acts or omissions).

(i) Retention of Records. You must record all sales at the time of the sale in Your computer and/or POS system, or other sales recordation system approved or designated by Us. You must have high speed, broadband Internet access at the levels required in the Manuals. You must retain all POS and computer records, charge account records, sales slips, orders, return vouchers, sales tax reports and all of Your other business records and related back-up material, tax returns and financial reports for at least five years following the end of the year in which the items pertain, Including after the Termination of this Agreement.

(ii) Accounting Systems. You must use the accounting software designated by Us. You are required to follow Our accounting procedures, line items, and templates and charts of accounts as provided and updated in Our Manuals. You are required to use the accounting system and software designed by Us, and You are solely responsible for any fees

associated with the use of such accounting system, and We can require that We have independent, view-only access to Your account.

(iii) Merchant Account. At Your expense, You must participate in Our merchant account and other point of sale programs as set forth in Our Manuals.

(iv) Data Security Standards. At Your cost and expense, You must investigate and ensure that You comply with all payment card industry ("PCI") and data security standard ("DSS") standards, regulations, and requirements; however, We reserve the right to approve of the vendor You use for compliance. You must meet the requirements of, and comply with enhancements and changes to, the PCI and DSS and maintain PCI compliance with the current version of the PCI and DSS. We reserve the right to require an audit (and to designate the auditor) to verify compliance. You must reimburse Us for all costs related to the audit if You are not in compliance. You are responsible to use all required tools, systems, and vendors to complete ongoing PCI requirements, Including quarterly external security scans and annual self-assessment questionnaires. You are solely responsible for all costs relating to PCI compliance and data security issues, Including, security threats, breaches, and malware. It is Your responsibility to alert Us, not later than 24-hours following a suspected or confirmed data security breach, so that appropriate action can be taken to protect Customer Data and to notify relevant parties. You are not permitted to collect, store, transfer, etc., any unnecessary customer information.

(v) Compliance Monitoring System. You are required to install a compliance monitoring system in Your Kitchen, as designated by Us. You are solely responsible for the monitoring, maintenance and upgrades to this system. Both You and We must have independent online access to the compliance monitoring system, but Our access does not obligate Us to monitor Your Kitchen for safety or compliance. You may not install any cameras in places where employees and customers have a reasonable expectation of privacy, e.g., bathrooms, changing rooms, etc. By installing the monitoring system, You and Your employees are waiving their right to privacy in non-private areas of the Kitchen, and You agree to include a provision in all Your employment applications and other applicable documents requiring Your employees to sign and waive their right to privacy with respect to the use of the compliance monitoring system in non-private areas of the Kitchen. You agree to indemnify and hold Us harmless from and against any claim related to Your compliance monitoring system.

6.1.14 Conferences and Seminars. In Our discretion, We may hold conferences or seminars on a regional or national basis for all franchisees in good standing. The conferences and seminars may be held at various locations chosen by Us. If held, attendance is mandatory for Your Operating Principal, and You must pay registration Fees and all travel, lodging, food, and other expenses for each of Your attendees.

6.1.15 Required Software. You must use and pay for all software (Including a Customer Relation Management "CRM") as required by Us, which may be changed from time to time.

## 6.2 Quality Control.

6.2.1 Correction of Defects. You shall immediately correct defects, deficiencies or unsatisfactory conditions in the appearance or conduct of Your Franchise Business. You shall



establish and maintain an image and reputation for Your Franchise Business consistent with the standards set forth in this Agreement, in the Manuals, or as otherwise specified by Us.

6.2.2 System Compliance. You shall strictly follow Our System, the Manuals, Recipes, and other directives promulgated or provided by Us from time to time.

(i) Email Address. You must at all times use and maintain the email address provided by Us or approved by Us for use in relation to Your Franchise Business, frequently checked by You to facilitate Our communications, and that You must use as the sole email for all Franchise Business-related communications and accounts. If We provide You with an email account/address, We have the right to access Your email account, and You understand and acknowledge that You have no expectation of privacy in the assigned email accounts.

(ii) Incentive Programs. If We adopt a loyalty, coupon, gift card/certificate, free giveaways, fundraising programs, membership or subscription model, or other discount or incentive program, You are required to implement and honor such programs in Your Franchise Business. You are not allowed to implement any sort of coupon, loyalty, membership, subscription model, gift card program, etc., without Our prior written permission.

(iii) Modifications. We have the right to modify, delete, add to and otherwise make systematic and other changes to the System, Intellectual Property, Manuals and operations, etc. We may issue new specifications and standards for any aspect of Our System, or modify existing specifications and standards, at any time by revising Our Manuals and/or issuing new written directives (which may be communicated to You by any method We choose). You must accept, comply with, use, and implement any and all such changes to the System or operations. The modifications may obligate You to invest additional capital in Your Franchise Business and to incur higher operating costs. You must incorporate all such modifications within the time that We specify. Other than modifications due to health or governmental mandates or guidelines, or public concerns, We will not obligate You to invest additional capital at a time when the investment cannot in Our reasonable judgment be amortized during the remaining term of this Agreement. You are prohibited from making modifications to the System or Your Franchise Business without Our prior written approval.

(iv) Inspections and Visits. We may conduct periodic evaluations, inspections, and audits of all aspects of Your Franchise Business at reasonable intervals by Our duly authorized representative for compliance with the System, reporting, customer service and the standards and procedures set forth in the Manuals. These inspections may be conducted in person or through remote access such as video or live video conferencing. Our inspections may include Your Kitchen, vehicles, drop-off sites, business records, bank accounts, Venmo or similar accounts, operating procedures, reports, computer drives, electronic storage devices, POS system, account records, tax records, etc. We also have the right to speak with and interact with Your employees and customers, and to remove samples of products, supplies and materials. Immediately upon Our request, You must provide to Us video and/or images of the interior and exterior of Your Kitchen, and any specific pieces of equipment or other areas of the Kitchen and business vehicles, drop-off sites, etc., as may be more fully set forth in the Manuals.

(v) Online Ordering and Delivery. You must participate in any online ordering program for takeout or delivery, whether provided by Us or one or more third parties designated by Us. You will not participate in any third party delivery platform unless approved



by Us. You must use all required software or other equipment required by Us or any such third party necessary to provide the services as designated and as may be updated, supplemented or changed. You shall also provide Us with any login information necessary to access any third-party delivery provider accounts, and You agree that We will have unrestricted access to review the information in such accounts at any time. Any such software or equipment must be purchased by You at Your cost. You understand and acknowledge that any third party providers may also charge fees or commissions for their services, and You shall pay all such costs or fees.

6.2.3 Interim Management. If We give You notice of default and You fail to cure (or as set forth in Section 14.10), We have the right to step in to manage Your Franchise Business for up to six months, as We deem advisable for a Fee. See Exhibit “A-3.” You must also pay all travel, lodging, food and other expenses for Our representative(s) and other expenses that may be incurred by Us to perform such services, plus royalties, advertising fees, and other applicable fees.

(i) Operations, Access to Information and Operating Account. During the Interim Management Period, You hereby grant Us authority to assist You in managing any or all aspects of Your Franchise Business. We will work directly with Your Operating Principal and Your manager, and We may require additional training for Your Operating Principal, Your manager, employees, and other contracted personnel. You shall cooperate to provide Us with all pertinent information regarding Your Franchise Business and access to the applicable operating accounts to enable Us to efficiently assist with management operations. All accounts must remain in Your name during the Interim Management Period, but You shall add Us or Our representative as a co-signer on certain accounts. You shall cooperate with Us in communicating with all vendors and suppliers related to Our interim management. You hereby grant Us permission to speak directly with Your landlord and suppliers, banks, IRS, state agencies, creditors, etc., regarding Your Franchise Business, and You shall cooperate with Us to facilitate such communication. We may require You to establish a new bank account for Your Franchise Business during the Interim Management Period into which all operating income will be deposited. You and We (at Our option) will have authority over this account, and You or We will make payments on Your accounts payable as cash is available, but only with Your prior authorization and direction when possible. You are ultimately responsible for all operating costs both before and during the Interim Management Period. You shall provide Us with a list of all accounts payable with direction on which accounts are to be paid, but with the understanding that all taxing authorities will be paid first. Any excess funds in the Operating Account or any new account after all applicable costs and Fees have been paid and after an additional amount has been set aside sufficient for the Franchise Business to fulfill its business purposes as determined by Us, will be transferred to You monthly. We may provide monthly internal profit and loss statements to You. We have no obligation to infuse capital into Your Franchise Business, but if We do, such amounts will be treated as a loan, which must be repaid within an agreed upon time and bear market interest as agreed. We have the right to direct Your employees and contract personnel during the Interim Management Period. Both You and We agree that in no way does Our interim management create a relationship of trustee, beneficiary or any type of fiduciary relationship over or in relationship to Your Franchise Business.

(ii) Your Obligation to Cure. During the Interim Management Period, You are obligated to cure all applicable defaults within the applicable cure periods as set forth in

this Agreement. We have the right to terminate this Agreement during the Interim Management Period for defaults not cured within the applicable cure periods.

6.3 Personal Guarantees. If Your Franchise Business is owned by a business entity, each individual owner, partner, shareholder, and member, respectively, who own 10% or greater interest, and their spouse or domestic legal partner, must each personally sign an agreement not to compete and must personally guarantee the performance of all Your obligations under this Agreement and agree to be personally bound by, and liable for, the breach of every provision of this Agreement. See Exhibit “A-8” Guaranty and Assumption of Obligations.

6.4 Standards and Control. Any required standards exist to protect Our interest in the System and the Marks and not for the purpose of establishing control or duty to take control over those matters that are reserved to You.

6.5 Required Notices. You shall provide Us with prompt notice (within five business days of receipt) of any default with regards to late payment of any taxes, government fines, payments owing to any vendors, landlords, or amounts owing to employees or contractors.

6.6 Non-Contravention; Non-Disparagement. You shall not undertake any action or inaction to circumvent, contravene, or undermine the purposes of this Agreement. Additionally, during and after the term of this Agreement, You shall not, in any way, form, or medium, disparage Us, the System, the brand, or Our officers, owners, partners, directors, members, managers, representatives, agents or employees.

## **ARTICLE VII FRANCHISOR'S OPERATIONAL ASSISTANCE**

7.1 Layout and Design. We shall provide You with general specifications for the Kitchen layout, signs, equipment and interior décor.

7.2 Suppliers and Products. We shall provide You with a list of specifications for approved products and a list of approved suppliers. We may add to or discontinue working with any of Our suppliers.

7.3 Operations Assistance. We shall furnish You with guidance relating to the general operation of Your Franchise Business, and upon Your reasonable request, make Ourselves available to consult with You by telephone, email, video conference, teleconferences, or website posting during regular business hours during the continuing operation of Your Franchise Business. Other than the initial training and opening assistance, We are not required to provide additional training to You. If You feel additional training is necessary (such as management training), We will provide such training to You based on advance notice, availability of personnel, and Your payment of a per day, per person Fee. See Exhibit “A-3.” You shall be responsible to cover the cost of travel, food, wages, lodging and other costs incurred by Your trainees or Our representatives, as applicable.

7.4 Initial Training. We shall train Your Operating Principal and other attendees in the various practices, policies and procedures of operation of Your Franchise Business. This training will take place as designated by Us. The training program is described in Paragraph 6.1.4.

7.5 Opening Assistance. We will send up to two representatives to provide You with four to six days of opening assistance during Your grand opening. Our representatives will be at Your Franchise Business and assist You with the various aspects of Your grand opening. However, We will not send any representatives to assist with this opening assistance until You have sent us a valid certificate of occupancy and a business license. This opening assistance is mandatory. The Fee for this opening assistance is set forth on Exhibit "A-3." We will cover the cost of travel food and lodging for Our representatives.

7.6 Additional Guidance. Additional guidance, at Our sole discretion, will be furnished in the form of written Manuals, videos, audio recordings, bulletins or other written materials, telephone consultations and/or consultations at Our offices or at Your Franchise Business. We have the right to communicate directly with Your Operating Principal, designated managers, and assistant managers concerning operational matters that We reasonably believe may affect Our goodwill, Marks, or the System.

7.7 Website Maintenance. We shall maintain a website for the Fed Up™ brand that will include Your business information and telephone number for Your Kitchen.

## **ARTICLE VIII PURCHASE OF PRODUCTS AND EQUIPMENT**

8.1 Approved Products and Services; Suppliers. You shall purchase, use, provide, and sell only those goods and services that meet Our specifications and/or that are purchased from Our approved suppliers. You shall timely pay all suppliers, Including Us and Our affiliates for purchased goods and services. The prices, delivery terms, terms of payment, and other terms relating to the sale of such goods and services are subject to change by the supplier (Including Us and affiliates) without prior notice at any time. In no event will We or an affiliate be liable to You for unavailability of or delay in shipment or receipt of merchandise due to temporary product shortages or unavailability, order backlogs, production difficulties, delays in or unavailability of transportation, fire, strikes, work stoppages, or other such causes. A list of approved goods, services, and suppliers may be set forth in Our Manuals, which list We may update from time to time. No product or service may be added to, altered, or discontinued by Your Franchise Business unless it is first approved by Us in writing. Any additional goods or services that are unique to Your area requires written approval from Us before such goods and/or services are offered. For the purpose of this Article, "goods" means any product, good, inventory, supply item, equipment, tool, item, etc.

8.1.1 Delivery and Installation. For delivery and installation, You are required to work directly with the manufacturer or supplier of these items. We do not assist in delivery or installation of any required or approved purchases.

8.2 Supplier Compensation. We or Our affiliate may derive revenue from the sale of required goods and services through mark-ups in prices We charge to You for goods and services purchased from Us or an affiliate, or We or an affiliate may receive compensation or discounts from the supplier for Your purchase of such goods and services. No compensation is due to You for compensation or discounts We receive from suppliers.

8.3 Unapproved Suppliers. We do not allow You to submit alternative suppliers to be included on Our list of approved suppliers.

8.4 Equipment. You shall maintain all inventory, vehicles, and equipment of Your Franchise Business in good working order.

8.5 Vehicles. We can require You to purchase or lease at least one service vehicle in order to provide catering or delivery services or add drop-off locations. Your vehicle, which must be a van unless otherwise approved by Us, must be in good condition and repair with no external damage or unreasonable wear and tear, must not be more than seven years old, must accommodate all the necessary equipment, must be kept clean and well-maintained at all times, and must be approved by Us. You are solely responsible to provide the required licenses, insurance, maintenance, and upkeep for all vehicles. We can require in Our sole discretion that You offer and provide catering, delivery services, and/or add drop-off locations.

8.5.1 Vehicle Wrap. You shall wrap Your service vehicle with a high-quality wrap advertising Your Franchise Business as directed by Us. You shall keep Your vehicle wrap in good condition, free from unsightly or unprofessional wear and tear. Each service vehicle used in the operation of Your Franchise Business must be wrapped as approved by Us prior to being used in Your Franchise Business.

8.6 Warranties; Support. We will replace defective products purchased directly from us based on Our standard limited warranty, if any. You must look to the respective manufacturers or suppliers for issues related to warranties defective products, training and support for any third-party goods purchased for Your Franchise Business.

## **ARTICLE IX MANUALS**

9.1 Manuals. We shall loan You a copy or provide electronic access to Our Manuals. Our Manuals may consist of a series of online videos, webpages, online drives, or other form designated by Us. You may not copy any part of the Manuals either physically or electronically. The Manuals are confidential and remain Our property. The Manuals may be used by You only in association with Your Franchise Business and only during the term of this Agreement. We have the right to revise the Manuals at Our sole discretion. You must promptly and continuously comply, at Your expense, with all provisions of, and modifications to the Manuals. The master or most updated copy of the Manuals maintained by Us will be controlling in the event of a dispute relative to the contents of the Manuals.

## **ARTICLE X MARKETING**

10.1 Brand Development Fund. You shall contribute to Our national Marketing and brand development fund ("Brand Development Fund") for Marketing activities as We, in Our sole discretion, may deem necessary or appropriate to Market the System. The Fees for the Brand Development Fund are listed in Exhibit "A-3." We can terminate or postpone the Brand Development Fund at any time. Upon termination of the Brand Development Fund, the unused funds will either be returned to those that contributed the funds, or We will cease to collect new funds while We spend the remainder of funds within the Brand Development Fund.

10.1.1 Brand Development Fund Administration. We will direct all such programs, with sole discretion over: 1) the creative concepts, materials, endorsements and media used in

connection with such programs; 2) the source of the Marketing or public relation efforts; 3) the placement, timing, and allocation of such programs; and 4) the composition of all geographic territories and market areas for the development and implementation of such programs. The Brand Development Fund can be operated through an entity separate from Us that has all of Our rights and duties relating to the Brand Development Fund. We are not liable for any act or omission with respect to the Brand Development Fund or otherwise that is consistent with this Agreement, or which is done in subjective good faith. The Brand Development Fund may be used, in Our reasonable discretion, to reimburse Us for costs related to the administration of the Brand Development Fund and Marketing efforts intended to benefit the System. We have the right to loan money to the Brand Development Fund to cover any deficits. The Brand Development Fund is not in the nature of a trust, fiduciary relationship or similar special arrangement, and We disclaim any such relationship.

10.1.2 Use of Brand Development Fund Fees. We may use the Brand Development Fund to offset a portion of direct costs to manage and maintain the Brand Development Fund, Including the payment of staff salaries and other expenses for those groups who may be involved in Brand Development Fund activities. We may receive payment for providing goods or services to the Brand Development Fund. We reserve the right to use fees from the Brand Development Fund to place Marketing in national or regional media. We are not required to spend any amount on Marketing directly in Your area or Territory, and We do not have any obligation to ensure that expenditures are or will be used equally in each region or that they will be equivalent to contributions to the fund by other franchisees operating in any geographic area. We make no representations that Marketing expenditures will benefit You or any other franchisee directly, on a pro-rata basis, proportionally, or at all. Any unused Brand Development Funds in any calendar year will be applied to the following year's fund. You may request (in writing) an unaudited annual report of Marketing expenditures within 90 days of the end of each year.

10.2 Marketing Cooperative. We have not yet formed but may form a local and/or regional Marketing cooperative covering such areas as We, in Our discretion, deem appropriate, and We may disburse such funds as We believe appropriate from the Brand Development Fund to any such local and/or regional Marketing cooperative for local and/or regional Marketing. We have the power to require cooperatives to be formed, changed, dissolved or merged at any time.

10.2.1 Governing Documents and Financial Statements. We will develop or approve the governing documents and make them available to all franchisees within the cooperative area. The cooperative will be required to prepare annual unaudited financial statements, and these will be available to all franchisees in the Marketing cooperative for review.

10.2.2 Membership and Voting. Upon the formation of a local or regional Marketing cooperation, You will automatically be deemed to be a member of such association as covers the area in which Your Franchise Business is located and will be bound by any decisions made by the Marketing cooperative upon a majority rule by members voting. Voting will be on the basis of one vote per company or affiliate owned location or franchise unit in good standing in the Marketing cooperative. If We or affiliates have a company or affiliate owned unit in the Cooperative Area, We or Our affiliate will also become a member of the association.

10.2.3 Contributions. All franchisees within the Marketing cooperative area will be required to join and contribute to the fund pro rata based on the number of units in the

cooperative. Contributions to the Marketing cooperative will be credited toward your local Marketing obligation. The cost of Marketing programs will be allocated among the members in the Marketing Area and each member must contribute equally to the local cooperative fund based on a per franchise unit basis in the Marketing Area. You will be required to contribute to the Marketing cooperative as determined by its voting members. If We control the voting in a cooperative, We will not require individual contributions to be more than \$1,500 per month unless otherwise agreed by all the members of the cooperative.

10.3 Local Marketing Requirement. You are required to Market locally as set forth in Section 5.3.2.

10.3.1 Marketing Plan. You are required to provide Us an initial Marketing plan at least 60 days prior to the opening of Your Franchise Business. In addition, You are required to annually update Your Marketing disbursement plan and submit the updated plan to Us by December 31 of each year for the following year's local Marketing expenditures.

10.4 Sample Marketing and Promotional Materials. We may provide You samples of Marketing and promotional materials developed by Us from time to time. Additional copies will be made available at cost, plus 10%, plus shipping and handling.

10.5 Your Obligations to Market. Neither We nor You are restricted from Marketing in the Territory. You are not permitted to Market or sell to customers in another franchisee's territory or in a territory of a company owned location. Nonetheless, You may market and sell products and services outside of Your Territory if such territory has not been granted to another franchisee. However, if You develop customers in an area that is later granted to another franchisee, those customers and orders will be transferred to that franchisee.

10.5.1 Approval of Marketing. You may develop Marketing and promotional materials and digital Marketing programs for Your use at Your cost, but You must submit to Us, prior to publication, copies of all Marketing, materials, proposed to be used by You, Including any use of the Internet, or other digital, electronic or Social Media along with a description of how it will be used, by what media published, and such other information thereon as may be reasonably requested by Us. All such materials must be approved by Us in advance and in writing in accordance with Our Manuals. Submitted Marketing materials will be deemed unapproved if You do not receive Our written approval or disapproval within 15 days of the date We receive the submission. We have the right to disapprove previously approved Marketing materials at any time.

10.5.2 Marketing Compliance. All Your Marketing and promotional activities must be done in strict compliance with Our Manuals and in good taste and must reflect favorably upon the brand and System.

10.6 Internet and Social Media. You must strictly comply with Our policies and procedures regarding websites, Social Media sites, and Internet Marketing. We reserve the right to restrict Your use of these mediums in the future.

10.6.1 Use of the Internet. You may not create a website for Your Franchise Business. However, You may be allowed to place pre-approved information concerning Your Franchise Business on Our website, as developed by Us. Additionally, You cannot Market on the Internet, Including posting for resale, items on third party resale or auction-style websites such as eBay,

Craigslist or Amazon without Our prior written permission. We have the right (but not the obligation) to manage and control all online reviews for Your Franchise Business. You may not claim any web listing on sites such as Yelp.

10.6.2 Social Media. We will own and control all Social Media related to the brand, but We may allow You to manage certain aspects of Social Media related to Your Franchise Business. In all cases, We will have administrative access, and access to account information, and any other information related to Your Social Media activities related to the Fed Up Kitchen™ brand. You cannot change any login/password information without Our prior written approval, and You must supply Us with all changed/updated login/password information. We have the right to remove or alter or require You to remove or alter any content We deem inappropriate or inconsistent with the Fed Up Kitchen™ brand. Additionally, You must sign the Digital and Social Media Authorization for Assignment attached as Exhibit "A-9."

## **ARTICLE XI BREACH AND TERMINATION**

11.1 Default and Termination. We may terminate this Agreement before the expiration of its term if You breach this Agreement and fail to cure, if curable. If curable, You must cure a default within the times set forth below after receiving notice of default. If the default is one which is incapable of cure, Termination is effective as of the date of the notice of default.

No Cure Period:

A. Insolvency. You become insolvent or commit an act of bankruptcy or make a general assignment for the benefit of creditors or to an agent authorized to liquidate Your property or assets, or become or are adjudicated bankrupt, or voluntarily file a petition in bankruptcy or for reorganization.

B. Repeated Breaches. You repeatedly breach (three or more times) the same or different conditions of this Agreement or the Manuals within a 12-month period.

C. Unauthorized Use. You duplicate the System or use Our Confidential Information or Intellectual Property other than in connection with the operation of Your Franchise Business.

D. Public Safety. Your maintenance or operation of Your Franchise Business results in a threat or danger to public health or safety.

E. Misrepresentations. You make any material misrepresentations relating to the acquisition of the Franchise Business.

F. Abandonment. You abandon Your Franchise Business or You state or clearly demonstrate any intent to not operate the Franchise Business.

G. Unauthorized Transfer. You Transfer or attempt to Transfer all or any part of this Agreement, Your Franchise Business, or any material portion of the property associated with Your Franchise Business, or an unapproved percentage of Your franchise entity, or You sublicense or attempt to sublicense to another any of the rights licensed to You hereunder, or



You otherwise fail, refuse or neglect to obtain Our prior written consent or approval required hereunder.

H. False Reporting. You knowingly or intentionally conceal revenues, maintain false books, or records, (Including purposely uploading or storing incorrect or incomplete information on a designated platform) or submit any false report or payment or otherwise defraud Us.

I. Crimes and Adverse Behavior. You commit or are convicted of or plead guilty or no contest to, or enter into a plea in abeyance, stipulated order of continuance, or related agreement, to a felony, a crime involving moral turpitude, or You engage in any conduct or behavior that We believe is reasonably likely to have an adverse effect on the System, the Marks, the goodwill associated therewith, or Our interest therein; or You make disparaging remarks against Us, Our management, employees, the System, or Our brand to Our other franchisees or in a public forum, Including radio, television, newspapers, the Internet, or Social Media.

J. Unauthorized Competition. You fail to comply with the covenant not to compete during the term of this Agreement or intentionally or recklessly disclose or use Our Confidential Information or Intellectual Property in violation of this Agreement.

K. Termination of Lease Agreement. Your Lease for the Kitchen is terminated.

L. Failure to Obtain Financing. You fail to qualify for or fail to receive the necessary financing to open and operate Your Franchise Business.

M. Unauthorized Modification. You modify in any degree by adding to or taking from or changing the contents, amounts, or flavor of any Recipe or other food item as well as using any substitute ingredients or procedures in violation of the Manuals or this Agreement.

N. Termination of Another Agreement. Another agreement between Us or an affiliate of Ours and You or with an affiliate of Yours is terminated due to Your failure to cure any breach after notice, or for Your incurable breach of such agreement.

24-Hour Cure Period:

O. Health Code or Safety Violations. You fail to cure a health code or safety violation within 24 hours of an inspection by Us or the applicable governmental agency except for threats to the public safety which may be cause for immediate Termination.

5-Day Cure Period:

P. Unauthorized Closure or Relocation. Your Franchise Business is closed for a period of three or more consecutive business days or not open for the business hours as required under this Agreement for three or more business days in any 30-day period without Our prior written approval, which consent will not be unreasonably withheld or delayed, or You move the location of Your Kitchen without Our prior written approval.



Q. Failure to Use or Provide Access to a Designated Account. You refuse to use, or to enable, or to allow Us access to Your account for a designated platform or software, Social Media account, or branded email account.

15-Day Cure Period:

R. Failure to Pay. You fail to pay any Fee or an amount due to Us, any of Our affiliates, or other designated, approved or other suppliers or assigns, within the time specified for such payments by this Agreement, the Manuals or an agreement specifying the payment concerned.

S. Failure to Accurately Report. You fail to accurately report or fail to submit any reports or records required under this Agreement or the Manuals.

T. Default Notice of Lease Agreement. You receive a notice of default under Your Lease.

U. Act in Contravention. You perform or undertake any action to undermine or circumvent this Agreement, the System, or Us.

30-Day Cure Period:

V. Other Breaches. Except as otherwise provided herein, You fail to comply with any other provision of this Agreement or the Manuals.

11.1.1 Adequate Assurance. When reasonable grounds for insecurity arise with respect to the performance of Your obligations under this Agreement, We may demand adequate assurance of due performance, and, until We receive such assurance, We may reasonably suspend any performance of Our obligations. Failure to provide Us with adequate assurances within 30 days, when properly demanded, will be considered a default of this Agreement for which no additional cure period will be granted.

11.2 Event of Default. In the event of any default by You, We will give You written notice of default specifying the default(s) and, if curable, state what You must do to cure the specific default(s) within the cure period. In the event of a default by You, all of Our costs and expenses arising from such default(s), including reasonable legal fees and reasonable costs for Our employee's time related to the default(s) must be paid to Us by You within 10 days following Our demand for payment. Notwithstanding anything to the contrary herein, We have the right, to be exercised in Our sole discretion, to grant You an extended period of time to cure. Any such extension will not be construed as a waiver of Our rights in the future.

11.3 Failure to Cure. If You fail to cure any default within the time allotted, We may proceed to enforce any or all of the following non-exclusive remedies in accordance with this Agreement, and the pursuit of any one remedy will not be deemed an election or waiver by Us to pursue additional remedies:

11.3.1 Actionable Claim. Bring an action or claim for the balance of any monies due hereunder, including penalties and interest as provided for in this Agreement and for all other damages sustained by Us as a result of Your breach of this Agreement. As part of any such

action, We may accelerate and bring an action for the balance of any outstanding installment obligation due hereunder.

11.3.2 Injunctive Relief. Bring an action for temporary or permanent injunctions and orders of specific performance enforcing the provisions of this Agreement and otherwise stop You from engaging in actions prohibited hereby.

11.3.3 Termination. Terminate this Agreement and proceed to enforce Our rights under the appropriate provisions. Such Termination will be effective upon delivery of a notice of Termination to You without further action by Us.

11.3.4 Other Remedies. Seek any other remedy available to Us at law or in equity, Including lost profits.

11.4 No Right of Termination. You may not terminate this Agreement; however, some states may allow You to terminate as permitted by state law.

11.5 Opportunity to Cure. Prior to taking any action against Us, You must first give Us 60 days' prior written notice and an opportunity to cure any alleged act or omission. If such act or omission cannot be cured within such 60-day period, and We are diligently continuing efforts to attempt to cure such alleged act or omission, You must give Us such additional time as is reasonably necessary to cure.

## **ARTICLE XII TERMINATION AND EXPIRATION**

12.1 Upon Termination of this Agreement for any reason, You immediately cease to be Our franchisee and must:

12.1.1 Payments Due. Immediately pay for all product purchases, Fees and other obligations owed or accrued to Us, Our affiliates or designated suppliers.

12.1.2 Cease Use. Not hold Yourself out as a Fed Up Kitchen™ franchisee or business and immediately and permanently cease to Market or in any way use Our Intellectual Property or Confidential Information, provided by or licensed to You by Us or in any way connected with the Franchise Business or System.

12.1.3 Trade Secret and Confidential Information and Products. Except as provided below in Paragraph 12.1.7, within five days, You must demonstrate with video proof sent to Us that You have permanently destroyed all information and/or products that We deem trade secret or confidential, or in the alternative, provide proof to Us that You have sold such products or information to Us or another System franchisee.

12.1.4 Disassociation. Within five days of Termination, take all necessary steps to disassociate Yourself from the System and Your Franchise Business, Including the removal of signs, destruction or removal of letterheads, Marketing material, the change of Your Franchise Business telephone listings, telephone numbers, email addresses, URLs, Internet websites, and any other property that bears Our brand or is affiliated with Our brand. All such property and listings, excluding Your operating assets and inventory that are associated with and considered part of Our brand, Intellectual Property, and System revert back to Us upon

termination of this Agreement. If any of Your Operating Assets and inventory bear Our brand and Marks to Our System, You must take the steps necessary to dissociate it all from Our brand, Marks, and Intellectual Property. You shall assist Us to assign, transfer, or disconnect (at Our option) the telephone listing, telephone numbers, Marketing accounts, email addresses, URL's, Internet sites, web pages, and Social Media to Us. If You fail or refuse to do so, the telephone company, URL and hosting companies, and other listing agencies may accept this Agreement as evidence of Our exclusive rights in and to such telephone number(s), Internet websites, URL's, email accounts, and Social Media and listing and its authority to direct their transfer. You hereby appoint Us as Your attorney-in-fact for the above transfers, which appointment is coupled with an interest. You must not identify any present or future business owned or operated by You as having been in any way associated with Us or the System.

12.1.5 Cancel DBA. Within five days of Termination, take such action as will be necessary to amend or cancel any assumed name, fictitious or business name or equivalent registration, which contains any Mark of Ours or in any way identifies You as being affiliated with Our System.

12.1.6 Notify Suppliers; Communication with Clients. Immediately notify all suppliers, utilities, creditors and concerned others that You are no longer affiliated with Us or the System and provide proof to Us of such notification. All communications with clients of the Franchise Business must be pre-approved by Us, and We can require that all such communication be handled by or through Us. We also have the right to communicate directly with all clients of the Franchise Business.

12.1.7 Return Materials. At Your cost, permanently delete electronic copies and return to Us by first class prepaid United States Mail (Including originals and any copies), physical copies of Our Manuals, all training materials, Marketing materials, and all other printed and electronic materials and any other Confidential Information obtained by You from Us pertaining to the operation of Your Franchise Business.

12.1.8 Modification of Kitchen and Service Vehicles. If We do not exercise Our right to purchase Your Operating Assets or assume Your Lease upon Termination, then You shall alter, modify and change both the exterior and interior appearance of the Kitchen to Our satisfaction, so that it will be easily distinguished from a Fed Up Kitchen™ business and shall cease using the signs, décor, displays, advertisements, promotional materials and the like that are unique or distinctive to the System. Additionally, You must remove all vehicle wraps and make modifications to Our satisfaction, so that such service vehicles will be easily distinguished from the standard or common appearance of a Fed Up Kitchen™ service vehicle. We may hire a third-party or use Our own personnel to de-identify Your unit and/or to carry out any other obligations on Your behalf.

12.1.9 Customer Data. To the extent We do not have access, You shall provide Us with (and then permanently destroy) the Customer Data for all current, prior and expectant customers of the Franchise Business.

12.1.10 Evidence of Compliance. Otherwise, furnish evidence satisfactory to Us or in the manner required by Us of Your full compliance with this Section 12.1 within 30 calendar days after the Termination of this Agreement or on the timeline We may provide at Termination.

12.1.11 Prepaid Services Reimbursement Fee. Upon Termination, You must provide Us with an accounting of all outstanding Prepaid Services as of the date of Termination, and You shall refund all Prepaid Services amounts as required under Your state's applicable laws. In the event We are required to or elect to provide those prepaid services to any customer, You shall pay Us the amount of the service or reimbursement.

12.1.12 Financial Inspections. You must provide Us with access to all Your financials, books, and other accounting records for 12 months following the date of Termination.

12.1.13 Pay Damages and Costs. Pay to Us all costs, damages and expenses, Including post-term expenses and reasonable attorney's fees incurred by Us to enforce the provisions of this Agreement, Including to obtain injunctive or other relief to enforce any provision of this Agreement. In the event You fail to comply with this Section 12.1, at Your expense, We may hire a third-party or use Our own personnel to carry out Your obligations on Your behalf.

12.2 Upon Termination of this Agreement, for any reason:

12.2.1 No Compensation. No payment is due to You from Us or any source on account of any goodwill, intangible assets or other equity claimed by You arising from or relating to Your operation or ownership of Your Franchise Business, or otherwise. All goodwill connected in any way with Your Franchise Business or the System belongs now and, in the future, exclusively to Us.

12.2.2 No Refund. No Fees, charges, or other payments of any kind from You to Us are refundable in whole or in part.

12.2.3 No Equity. You will have no equity or other continuing rights to use the System, Confidential Information, Intellectual Property, or goodwill of the Franchise Business.

12.3 Survival of Provisions. All of the provisions of this Agreement, which by implication apply following the Termination of this Agreement are enforceable following Termination of this Agreement, Including Your obligation to indemnify Us and pay all amounts owed and Your obligations to dissociate from Our brand. You shall also still be bound to the confidentiality, brand protection, indemnification, non-disparagement, non-competition, non-solicitation, arbitration and dispute resolution, choice of forum and law selections clauses and other restrictions of this Agreement that have terms or duties owing after Termination of this Agreement.

12.4 Make Kitchen Available to Us. In addition to those obligations set forth above, upon Termination, You must make the Kitchen and computer systems accessible and available for Us to examine and verify Your compliance with Your post-termination obligations, and/or to operate a New Business at the Kitchen (see Paragraph 13.1.1(i) below) if We, in Our sole discretion, choose to do so.

12.5 Liquidated Damages. If this Agreement is Terminated, other than for an approved Transfer, non-renewal or mutual termination, in addition to other remedies available under this Agreement, We will be entitled to liquidated damages, not as a penalty, and solely to compensate Us for lost future royalties. You and We recognize the difficulty of calculating damages caused by lost future royalties but nevertheless recognize and agree that such damages could arise, and You and We hereby agree to the formula listed on Exhibit "A-3" as a

compromise on the calculation of such damages. You and We agree that such amount will be reduced to the present value of such payments as of the date of Termination utilizing an interest rate of 5% compounded annually. This amount is payable within 10 days of Termination.

12.6 Additional Equitable Remedies. The amounts contemplated under Section 12.5 do not represent a price for the privilege of not performing nor does the payment represent an alternative manner of performance. Accordingly, as a purely liquidated damages provision, Section 12.5 does not preclude and is not inconsistent with a court granting Us specific performance, other damages set forth herein, or any other equitable remedies, such as an injunction, to prevent future breaches.

12.7 Cumulative Rights. Our rights provided above are cumulative and in addition to any other right or remedy available at law or in equity.

### **ARTICLE XIII PURCHASE OPTION**

13.1 Purchase Option. Upon Termination of this Agreement, You hereby grant to Us the right to:

13.1.1 Acquisition of Assets. Acquire, in Our sole discretion, all or any part of Your Operating Assets at the then-existing fair market value of such item or items as of the date of Termination of this Agreement. You hereby grant Us permission to speak directly with Your landlord and other creditors, including suppliers, banks, the IRS and state agencies (and You will cooperate with Us to facilitate such communication), regarding any loans and/or liens or obligations that would encumber Your Operating Assets. If the fair market value is not agreed to between us, the fair market value will be established by an independent appraisal. The appraisal will be done at Our expense by an appraiser selected by Us. No goodwill will be considered associated with Your Franchise Business or said items. We must exercise this option within 60 days of such Termination or within 15 days of the establishment of the price of the Operating Assets, whichever is later ("Option Period"), by giving written notice to You of Our intent to exercise Our option to purchase. The purchase of any of Your Operating Assets will be done through an asset purchase agreement. Unless otherwise agreed by You, the purchase price as determined hereunder will be paid within 30 days of providing notice of Our intent to purchase. We have the right to offset any amounts You owe to Us against the purchase price. If We have not notified You of Our election to exercise this option within the Option Period, it will be conclusively presumed that We have elected not to exercise Our option, and You are then free to sell or transfer such assets to any person or entity on such terms as You may so choose, so long as the Operating Assets have been de-identified as set forth herein. If any of the Operating Assets are subject to liens or taxes, We may withhold a portion of purchase price to pay off such lien or taxes. We may also withhold 25% of the purchase price for 90 days to ensure that all other liabilities affecting the Operating Assets are paid.

(i) Interim Management During Option Period. We have the right, but not the obligation, to use Your Operating Assets and Kitchen (if the Lease is still in effect, and in such case, We will obtain this right from the landlord as applicable), and to hire Your personnel to operate the business during the Option Period. You and We understand and agree that We will not be operating Your Franchise Business during this time, but We will be using Your

Operating Assets and the Kitchen to operate Our own, separate Fed Up Kitchen™ business ("New Business") in order to keep the business open during the Option Period. We will pay You the fair market rental value for such use of the Operating Assets as agreed, but not to exceed fair market rental value, and if We use the Kitchen, We may pay rent directly to the landlord for Our use of the Kitchen. For any inventory or other items sold or consumed by Us during the Option Period, We will reimburse You the actual price You paid for such items. You will be required to cooperate to provide Us with all pertinent information regarding Your Franchise Business, as We deem necessary. We will establish Our own bank accounts and other accounts for the New Business during the Option Period. During the Option Period, We will pay all costs and expense of the New Business, and all proceeds of the New Business will belong to Us. We will not assume any of Your debts or obligations and We will not be responsible to pay any debts or expenses incurred by Your Franchise Business. You shall indemnify and hold Us harmless from and against any and all claims, damages, losses, deficiencies, liabilities and costs, Including attorney's fees, of or related in any way to the Franchise Business prior to Us operating the New Business at the Kitchen, and We will indemnify and hold You harmless from and against any and all claims, damages, losses, deficiencies, liabilities and costs arising solely from the New Business. If necessary, We have the right to change the locks and exclude You from the Kitchen during this Option Period.

13.1.2 Assumption of Lease. We have the right, during the Option Period, to assume Your Lease under the provisions of Section 4.2 above.

13.1.3 Warranties. The purchase contract for the Operating Assets, as set forth in Paragraph 13.1.1 above, will include standard representations, warranties, covenants and indemnities from You as to the Operating Assets being purchased, Including warranties of good title, absence of liens, compliance with laws, absence of defaults under contracts, litigation and tax compliance.

13.1.4 Prepaid Services. If We determine to service a customer that had prepaid for the services to Your Franchise Business, We can offset the costs of fulfilling those services against amounts owing to You, and We are entitled to seek those amounts as damages.

## **ARTICLE XIV SALES OR TRANSFERS OF THE FRANCHISE**

14.1 Our Right of Assignment. This Agreement and all rights and obligations hereunder are fully assignable and transferable, whether in part or whole, by Us, and if so assigned or transferred, will be binding upon and inure to the benefit of Our successors and assigns. We may be sold, or We may sell any part of or all of Our Confidential Information and/or Intellectual Property or other assets to a competitive or other entity. In addition, We may go public, may engage in a private or other placement of some or all of Our securities, may merge, acquire other entities or assets which may be competitive with the System or not, be acquired by a competitive or other entity, and may undertake any refinancing, leveraged buy-out or other transaction, Including arrangements in which: 1) the territories, locations or other facilities are, or are not, converted to the System or other format or brand (Including using the System or Marks), or 2) the System is converted to another format or brand, maintained under the System or a different system. You waive all claims, demands and damages with respect to any transaction or otherwise allowed under this Section. You shall fully cooperate with any such proposal, merger, acquisition, conversion, sale or financing.

14.2 No Assignment by You Without Our Approval. This Agreement is personal as to You and is being entered into in reliance upon and in consideration of Your qualifications and representations, including representations of all current owners. Therefore, none of Your Franchise Assets may be Transferred in any manner by You or anyone else unless Our prior written approval is obtained. You shall provide Us with all documentation relating to the Transfer of Your Franchise Assets. Said approval will not be unreasonably withheld but will be conditioned upon Our satisfaction with the qualifications set forth in Section 14.3 below of the proposed transferee and its owners and officers.

14.2.1 Transfers to Competitors Prohibited. You cannot Transfer any part of Your Franchise Assets to a Competing Business without Our written permission. Any such Transfer without Our written approval is considered void ab initio.

14.3 Qualifications of Transferee. In determining the acceptability of the proposed transferee, We will consider, among other things, Our then-current standards for new franchisees, including the net worth, financial resources, credit worthiness, health, background, training, personality, reputation, and business experience of the proposed transferee, including that of the new Operating Principal, the terms and conditions of the Transfer, and any circumstances that would make the Transfer not in the best interests of Us or the System, including the proposed purchase price. We may meet and candidly discuss all matters relating to Your Franchise Business with the potential transferee, including providing a proposed transferee with corrected information or information in addition to what You have provided. In no case will You or a proposed transferee rely on Us to review or evaluate any proposed Transfer. Neither We nor Our affiliates will be liable to You or the transferee or any other person or entity relating to the Transfer, and You shall indemnify and hold Us harmless from any liability whatsoever relating thereto.

14.4 Application for Transfer. You must provide Us written notice of Your intent to Transfer prior to listing or offering part of the Franchise Assets for sale, and upon any proposed Transfer of Your Franchise Assets, or any interest therein, You must also submit to Us an application in the form specified by Us on behalf of the proposed transferee.

14.5 Transfer Fee. As a condition of Our approving the Transfer of any part of Your Franchise Assets, You shall pay Us the non-refundable Transfer Fee listed in Exhibit "A-3" at the time of the approved Transfer.

14.6 Minority Interest Transfers. If a proposed Transfer is for less than 40% of Your entity (cumulative during the term of this Agreement), there will be no transfer Fee, but You must reimburse Us Our legal and corporate fees incurred related to the Transfer, and We will not be entitled to exercise Our right of first refusal set forth in Section 14.9 below. However, all guarantors will remain guarantors to this Agreement unless otherwise released by Us in Our sole discretion. Each ownership certificate of a corporation or limited liability company franchisee must have endorsed upon its face that a Transfer is subject to the restrictions of this Agreement. Additionally, any new Operating Principal and other applicable personnel are required to complete the necessary training as required by Us. Any new owner, along with their spouse or legal domestic partner, with an ownership of 10% or more in Your Franchise Business or Your entity must personally guarantee the obligations of this Agreement.

14.7 Involuntary Transfers Void. Involuntary Transfers of this Agreement by You, such as by legal process, are not permitted, are not binding on Us, and are grounds for termination of this



Agreement. Using this Agreement as security for a loan, or otherwise encumbering this Agreement is prohibited unless We specifically consent to any such action in writing prior to the proposed transaction. You cannot grant a sub-franchise under this Agreement nor otherwise seek to license or permit others to use this Agreement or any of the rights derived by You under it. Any attempt to Transfer any part of the Franchise Assets, whether or not binding on Us, will be grounds for the immediate Termination of this Agreement unless such Transfer is authorized in writing by Us.

14.8 Conditions of Transfer. Prior to the effective date of Transfer of any part of Your Franchise Assets and as a condition for Our approval of any Transfer:

14.8.1 Compliance. You must be in full compliance with this Agreement and not be in default hereunder, and You must comply with Our policies related to a Transfer as set forth in the Manuals. All accounts payable and other monetary obligations to Us or Our affiliates or subsidiaries must be paid in full. You must have submitted to Us all required reports, financial statements, and other documents.

14.8.2 Written Proposal. The terms and conditions of the proposed Transfer must be provided in writing to Us within the time frames specified by Us. The price and other proposed terms of the Transfer must not, in Our reasonable business judgment, have the effect of negatively impacting the future viability of the Franchise Business.

14.8.3 Assumption of Obligations. All Your obligations in connection with the Franchise Assets must be assumed by the transferee, including assuming Your Lease obligations, if applicable, in a form acceptable to Us.

14.8.4 New Franchise Agreement. At Our discretion, the transferee must sign the then-current form of the franchise agreement for a term equal to the remaining term of this Agreement, the remaining term of the existing Lease, or the term set forth in the then-current franchise agreement and fully upgrade and refurbish the Franchise Business and Kitchen to the level required of new franchisees.

14.8.5 Training. The transferee and any new Operating Principal and other required personnel must pay for and complete the training program required of new franchisees. See Exhibit "A-3." The transferee is also responsible for the cost of travel, food and lodging for Our representatives or the transferee's attendees. You and the transferee and We must coordinate on the timing of training, so that the Franchise Business does not have a gap in properly trained management.

14.8.6 Transfer Fee. You shall pay the transfer Fee set forth on Exhibit "A-3."

14.8.7 General Release. You must execute a general release releasing Us of any claims You may have against Us.

14.8.8 Gift Cards; Pre-paid Services. You must provide Us and the proposed transferee with an accounting and list of all outstanding gift cards, and pre-paid services as of the date of Termination, which must be taken into account and handled as a part of the transfer agreement.



14.8.9 Survival of Covenants. Your non-competition, indemnity, confidentiality obligations, the provisions relating to dispute resolutions, and other applicable terms of this Agreement, will survive any Transfer.

14.9 First Right of Refusal.

14.9.1 Right of First Refusal. You hereby grant to Us the right of first refusal to purchase Your Franchise Assets on such terms and conditions specified in a bona fide written offer from a third-party, who would satisfy the criteria for approval under Section 14.3. You must notify Us in writing of the terms and conditions of the Transfer, Including the Franchise Assets proposed to be Transferred, the purchase price or other consideration, any creditor financing terms being extended by You, the date of the proposed Transfer, and all other pertinent provisions of the proposed Transfer. In addition, a copy of any contract, agreement, memorandum of sale, deposit receipt, letter of intent and the like, must also be forwarded to Us as soon as it is signed by You. Following receipt of all pertinent data and documents concerning the proposed Transfer and data concerning Your Franchise Business, financials, employee information, and lease information, We will have 45 days in which to advise You in writing of Our election to have the Franchise Assets transferred and assigned to Us on the terms and conditions agreed to by the prospective transferee. Should We elect to purchase the Franchise Assets proposed to be Transferred pursuant to Our right of first refusal, You and We agree to cooperate to accomplish the Transfer as set forth in the provisions submitted to Us by You, provided that the date for the completion of the Transfer can be extended at Our option for up to 30 days beyond the date originally indicated for the completion of the Transfer in order to allow the completion of the transaction in a manner more convenient to Us. We have the right to off-set any amounts You owe to Us against the purchase price.

14.9.2 Non-Election of Rights. If We do not elect to purchase the Franchise Assets proposed to be Transferred, You may complete the proposed Transfer on the terms and conditions set forth in Your notice to Us subject to Our right to approve the proposed transferee and the terms and conditions set forth under this Article. However, if there are any material changes in the terms and conditions of the proposed Transfer, and any of those changes are more favorable to the purchaser, You must notify Us of the changes in writing, and We will have an additional 10 days to elect to purchase the Franchise Assets proposed to be Transferred on the revised terms and conditions. Additionally, if Your Franchise Business is not Transferred to such third-party within five months after We elect not to purchase the Franchise Assets, You must re-offer the Franchise Assets to Us before You may Transfer to an approved third-party. We have no obligation to purchase Your Franchise Assets.

14.10 Death or Incapacity and Interim Management. In the event of the death or incapacity of an individual franchisee, or the majority owner of the franchisee entity (the term “incapacity” means any physical or mental infirmity that prevents the person from performing the obligations under this Agreement: (i) for a period of 60 or more consecutive days, or (ii) for 100 total days during a calendar year), the heirs or personal representative will have the right to continue Your Franchise Business; provided that within a reasonable time (not more than 160 days) after such death or incapacity (or such longer period required by the laws of the state where Your Franchise Business is located) the heirs appoint a representative to act in behalf of the heirs in all matters pertaining to Your Franchise Business as provided for new Operating Principals, designated managers, or franchisees, Including the requirements to have the representative trained and accepted by Us in accordance with Our standards. The heirs or personal representatives, instead of operating Your Franchise Business themselves under the

foregoing procedures may choose to Transfer Your Franchise Business. If a decision to Transfer is made, the Transfer procedures explained above will apply. If We are required to operate Your Franchise Business for a time due to Your death or incapacity, as otherwise allowed under this Agreement, the provisions of Paragraph 6.2.3 above will apply.

14.11 Assumption of Obligations. The parties agree that in the event a court of competent jurisdiction orders You to Transfer to Your spouse, domestic partner, or a third-party all or any part of Your Franchise Assets, such an order will constitute a Transfer of this Agreement and will cause the transferee to be subject to all of the terms and conditions concerning Transfers set forth herein above.

14.12 Acquisitions. If We receive an offer to acquire a majority of the franchises or to purchase a majority of Our assets or stock, or to merge or go public or similar transactions, We have the option, but not the obligation, to purchase all of Your rights and interests in and under this Agreement and Your Franchise Business. The purchase price will not Include compensation for any successor term or goodwill. All goodwill belongs to Us. If Your Franchise Business has been opened for less than six months, We will pay Your replacement/construction costs. If Your Franchise Business has been opened for six to 12 months, We will pay a 5x valuation on the NTM (forecasted EBITDA over the next 12 months based on the previous six months). If Your Franchise Business has over 12 months of operating history, We will pay You 5x Your Franchise Business' EBITDA. If the purchase option is exercised, You must execute a general release to Us. However, the general release will not apply to any known claims that You have disclosed to Us in writing within 10 days of Us providing notice to You in writing of a possible acquisition event as set forth above. We will close Our purchase and make payment within 60 days after closing or as soon thereafter as reasonably practical.

14.13 Transfer for Convenience of Ownership. If You are an individual or individuals, You may Transfer this Agreement to a corporation or limited liability company formed for the convenience of ownership (without paying a transfer fee to Us), provided You: 1) give Us at least 15 days' prior written notice of the proposed Transfer; 2) send Us copies of the entity's charter documents, bylaws (or operating agreement), ownership interests of the owners, and similar documents, as We may request for Our review; and 3) own all equity and voting securities of the corporation or limited liability company. Additionally, You and the new entity must sign an assumption and assignment agreement in the form required by Us, whereby the transferee assumes all obligations of this Agreement, and all personal guarantors remain as personal guarantors after the Transfer. Furthermore, Your Operating Principal must continue in the same capacities as before the Transfer.

## **ARTICLE XV RELATIONSHIP OF THE PARTIES**

15.1 Independent Contractors. In all matters, You are an independent contractor. Nothing in this Agreement or in the franchise relationship constitutes You as Our partner, agent, employee, joint employer, or joint venturer with Us, and this Agreement does not create a fiduciary relationship between You and Us. Neither party is liable for the debts, damages, losses, liabilities, taxes, duties, obligations, defaults, compliance, intentional acts, wages, negligence, errors or omissions of the other. You are solely responsible for the management and control of Your Franchise Business, Including its daily operations, managing and directing employees, contractors, and salespersons, and paying all costs and expenses of Your Franchise Business. The parties agree not to hold themselves out by action or inaction contrary to the

foregoing and to indemnify each other for any liability, cost or expense, Including attorney's fees, incurred by either of them for any act, omission, finding or result to the contrary. None of Your employees will be deemed to be Our employee and each employee will be so notified by You. Neither party has the authority to act as agent for the other, and neither You nor We guaranty the obligations of the other or in any way become obligated for the debts or expenses of the other unless agreed to in writing. You must post promptly and maintain any signs or notices specified by Us or by applicable law indicating the status of the parties as described above.

15.2 Indemnification. You shall defend, indemnify, and hold Us harmless from any and against any and all losses, liabilities, damages, costs and expenses whatsoever, Including reasonable attorney's fees arising out of or related to, or in any way connected with You or Your acts, errors, negligence, or omissions in the operation of Your Franchise Business or Your Franchise Business generally, Including any allegation that You are Our employee, or that We are a joint employer or otherwise responsible for the acts or omissions relating to Your employees, and other laws regarding public accommodations for persons with disabilities. You agree not to file any crossclaim or counter-claim against Us for any action made by a third-party or make any response that would infer or represent We are liable as a party or defendant to any action that is contrary to this Section. This Agreement and the terms in this Article and related terms in this Agreement is a bona fide defense to any claim You may contradictorily make against Us as to Our liability or proportion of fault. You shall bear all costs to defend Us from claims raised by a third-party. If We incur any costs or liabilities to any third-party, You shall reimburse Us for costs associated with Our defense to those claims. We have the right to defend any such claim against Us by employing counsel of Our choice, subject to full reimbursement of all legal fees by You. We will use Our reasonable efforts to cooperate with You in any litigation, judicial or administrative proceeding to avoid duplication of time, effort or expenditure to the greatest extent possible without compromising Our interest in such matter. You are not required to indemnify Us for liability caused by Our willful misconduct or gross negligence. This indemnity will continue in full force and effect subsequent to and notwithstanding the Termination of this Agreement.

## **ARTICLE XVI COVENANT NOT TO COMPETE**

16.1 In-Term Covenants. During the term of this Agreement and for any extensions or Successor Franchises hereof, You, Your Principals, and Your Immediate Family shall not, directly or indirectly, be a Participant, assist, or serve in any other capacity whatsoever or have any interest in a Competing Business in any capacity, territory, or location, except with Our prior written consent. Your Principals must each execute the standard Brand Protection Agreement for Principals attached as Exhibit "A-4," and Your personnel must execute Our Employee Brand Protection Agreement (see Exhibit "A-5"). (Although We provide You this form You are responsible to conform it to the laws and regulations of Your state.) A copy of all such agreements must be promptly delivered to Us within 10 days of hiring of the respective employee.

16.2 Confidentiality. During the term of this Agreement and any extensions or Successor Franchises hereof, and at any time after the Termination of this Agreement, You, Your Principals, and those over whom You have control shall not make any unauthorized disclosure or use of Our Confidential Information or Intellectual Property other than as authorized by this Agreement. You shall adopt and implement all reasonable procedures to prevent

unauthorized use or disclosure of Confidential Information and Intellectual Property, which procedures may be prescribed from time to time by Us. You shall never contest the validity of Our exclusive ownership of and rights to Our Intellectual Property or Confidential Information. Without limiting the foregoing, any communication (email, paper, etc.) from Us to You cannot be forwarded to another email account You control or share, or forwarded to anyone, including employees, without first receiving Our express written consent.

16.2.1 Prior Disclosures. You acknowledge and agree that prior to the execution of this Agreement, You may have received information and met and corresponded with Our principals, agents and/or representatives, and that any such Confidential Information obtained or received is subject to the protection and restrictions of this Agreement.

16.2.2 Confidentiality of this Agreement. You agree that all terms of this Agreement that are not otherwise made public under franchise disclosure laws will remain confidential, and You will not make any public announcement, issue any press release, publicize, make any confirmation of statements made by third parties concerning the terms of this Agreement, or make any other disclosures without Our prior written consent. It is agreed and understood that You may disclose the confidential terms of this Agreement only to Your professional lenders and advisors.

16.3 Post-Term Covenants. Upon Termination of this Agreement and for a continuous, uninterrupted period of three years thereafter, You, Your Principals, and Your Immediate Family shall not, directly or indirectly, be a Participant, assist, or serve in any other capacity whatsoever, or have any interest in a Competing Business in any capacity, territory, or location within Your Territory or within 25 miles of Your Territory or within 20 miles of the territory of any Fed Up Kitchen™ business operation at the time of Termination of this Agreement.

16.4 Non-Solicitation of Customers. During the term of this Agreement and for three years after the Termination of this Agreement, You, Your Principals, and Your Immediate Family shall not, directly or indirectly, contact any customer serviced by the Franchise Business, a prospective customer, or any former or then-current customer of Ours (with whom You had contact during the term of this Agreement) for the purpose of soliciting any such customer to a Competing Business. For clarity, a “prospective customer” does not mean any possible customer. It means a potential customer who has been engaged in some way, or has provided some personal information, or has elected to receive some communication, but who has not yet done business to be considered an actual customer.

16.5 Survival of Covenants; Tolling of Covenants. The foregoing covenants survive the Termination of this Agreement and apply regardless of whether this Agreement was Terminated by lapse of time, by default of either party, or for any other reason. In addition to other remedies available to Us, in the event You violate a non-competition and/or non-solicitation covenant, the applicable non-competition or non-solicitation period will be tolled for the period of Your violation.

16.6 Acknowledgement of Harm. You acknowledge that Your violation or breach of the covenants and provisions of this Article is likely to cause substantial and irreparable harm to Us and the System. You agree that the restrictions contained in this Agreement are reasonable and necessary for Our protection and the protection of other franchisees in the System, and that the existence of any claims You may have against Us, whether or not arising from this

Agreement, will not constitute a defense to Our ability to enforce the covenants set forth in this Article.

16.7 Enforceability. It is the desire and intent of the parties to this Agreement that the provisions of this Article be enforced to the fullest extent permissible under applicable laws. If any of the restrictions of this Article are determined to be unenforceable because of duration, scope or coverage or otherwise, then We have the right in Our sole discretion to reduce the scope of any covenant set forth above or any portion thereof, without Your consent, effective immediately upon receipt by You of written notice thereof; which modified covenant will be fully enforceable notwithstanding any other provision of this Agreement.

16.8 Breach of Non-Competition. You and We recognize the difficulty of calculating damages caused by Your breach of Your non-competition obligations and agree that such damages could arise, and You and We hereby agree to the following as a compromise on the calculation of such damages. If You operate a Competing Business in violation of this Agreement, in addition to any other remedy We may have under this Agreement and under law, You shall pay Us the damages Fee listed on Exhibit "A-3."

16.9 Additional Equitable Remedies. The amount contemplated under Section 16.8 does not represent a price for the privilege of not performing nor does the payment represent an alternative manner of performance. Section 16.8 does not preclude recovery for damages for other breaches of this Agreement and is not inconsistent with a court granting Us specific performance or any other equitable remedies, such as an injunction, to prevent future breaches. Additionally, We have the right to automatically debit by EFT or other electronic withdrawal means, Your bank account for the amounts payable to Us under Section 16.8.

## **ARTICLE XVII DISPUTE RESOLUTION**

17.1 Quick Resolution. You and We understand that there is always a possibility of differences of opinion or other disagreements in any business relationship and agree that it is important to resolve any Disputes amicably, quickly, inexpensively, and professionally and to return to business as soon as possible.

17.2 Manner of Handling Disputes. In the event any Dispute arises between Us and You in connection with, arising from, or with respect to, any provision hereof, the relationship created herein, or the validity of this Agreement or any provision hereof, or the offer and sale to You, such Dispute will be:

17.2.1 Face-to-Face Meeting. First discussed in a face-to-face meeting between You and Us in Salt Lake City, Utah, or at Our then-current headquarters, within 30 days after either You or We give written notice to the other proposing such a meeting. We have the right, in Our sole discretion, to waive this requirement.

17.2.2 Mediation. If, in the opinion of either You or Us, the face-to-face meeting has not successfully resolved such Dispute, and if desired by either You or Us, the Dispute will be submitted to non-binding mediation before Franchise Arbitration and Mediation Services ("FAM") or as otherwise mutually agreed. The mediation will be conducted exclusively in Salt Lake City, Utah. On election by either party, arbitration as provided below may proceed forward

at the same time as mediation. The mediator will be disqualified as a witness, consultant, expert, or counsel for any party with respect to the Dispute and any related matters.

17.2.3 Arbitration. If in the opinion of either You or Us the mediation has not successfully resolved such matters, at the request of either You or Us, the Dispute will be submitted for arbitration to the offices of the American Arbitration Association in accordance with its commercial arbitration rules in effect. All arbitration hearings will be conducted exclusively in Salt Lake City, Utah. The arbitrator will have the power and jurisdiction to decide such dispute solely in accordance with the express provisions of this Agreement. The arbitrator will render a written opinion setting forth the facts found, law applied, and reasons for the decision.

(i) Arbitration Procedures. In any arbitration, the parties will be entitled to specific performance of the obligations under this Agreement. The arbitrator may award or otherwise provide for temporary restraining orders, preliminary injunctions, injunctions, attachments, claim and delivery proceedings, temporary protective orders, receiverships and other pre-judgment, equitable and/or interim relief as appropriate pending final resolution by binding arbitration of a Dispute, as well as in connection with any such final resolution, and may issue summary orders disposing of all or part of a Dispute at any point. Each party consents to the enforcement of such orders, injunctions, etc., by any court having jurisdiction. Offers and/or other communications made in connection with, or related in any way to, mediation, possible settlement or other resolution of a Dispute will not be admitted into evidence or otherwise used in connection with any arbitration or other proceeding, and any arbitration award in violation of this provision will be vacated by the arbitration appeal panel (described below) and/or any court having jurisdiction. The arbitrator will have the power to order compliance with such discovery procedures, as well as assess sanctions for non-compliance with any order. Discovery will be controlled by the arbitrator and will be permitted to the extent set out in this Paragraph. Each party may submit in writing to the other party, and the other party will respond, to a maximum of any combination of 25 (none of which may have subplots) of the following: interrogatories, demands to produce documents, and requests for admission. You and We are also entitled to take the oral deposition of one individual of the other party. Additional discovery may be permitted upon mutual agreement of the parties or at the discretion of the arbitrator if petitioned by either party. The arbitrator, and not a court, will decide any questions relating in any way to the parties' agreement or claimed agreement to arbitrate, including a claim for fraud in the inducement or otherwise. Each participant must submit or file any Dispute that would constitute a compulsory counterclaim (as defined by the applicable rule under the Federal Rules of Civil Procedure) within the same proceedings as the Dispute to which it relates. Any such Dispute that is not submitted or filed in such proceedings will be forever barred. The award and findings of the arbitrator will be conclusive and binding upon all parties hereto and the judgment upon the award may be entered in any court of competent jurisdiction.

(ii) Individual Disputes. All Disputes must be conducted and resolved on an individual basis only and not on a class-wide, multiple plaintiff or similar basis between You and Us and will not be consolidated with any other arbitration or court proceeding involving Us and any other party. You thereby fully waive any right You may have to any potential class action claim and agree that any legal action will only be on an individual party basis.

(iii) Agreed Limitations. Except for payments owed by one party to the other, claims attributable to Your underreporting of sales, indemnification under Article XV, or claims



related to an act of Yours allowing Us to immediately terminate this Agreement, any legal action or arbitration proceeding (Including the offer and sale of a franchise to You) brought or instituted with respect to any Dispute hereunder must be brought or instituted within one year from the date upon which a party discovered, or should have discovered, the facts giving rise to an alleged claim; provided that no claim may be brought more than two years after the first act or omission giving rise to an alleged claim. The initiation of mediation or arbitration hereunder will toll the applicable statute of limitations for the duration of any such proceedings.

(iv) Limited Damages. You and We waive any right or claim of any consequential, punitive or exemplary damages against each other and agree that in the event of a Dispute between You and Us, each will be limited to the recovery of actual damages sustained. We will not be liable for any act or omission which is consistent with this Agreement or which is done in subjective good faith.

(v) Exceptions to Arbitration. You and We agree that nothing in this Agreement obligates Us to arbitrate or mediate Disputes or issues relating to: (a) the validity of the Marks, or any trademarks, service marks or other Intellectual Property; (b) rights to obtain a writ of attachment or other prejudgment remedies; (c) rights to receive and enforce a temporary restraining order, preliminary injunction, permanent injunction or other equitable relief; or (d) Disputes solely for fees and other monies owed by one party to the other under this Agreement.

(vi) Appeals. If any party to an arbitration wishes to appeal any final award by an arbitrator (there will be no appeal of interim awards or other interim relief), that party can appeal, within 30 days of such final award, to a three-person arbitrator panel to be appointed by the same organization as conducted the arbitration to be held exclusively at the same location as specified above. The issues on appeal will be limited to the proper application of the law to the facts found at the arbitration and will not Include any trial *de novo* or other fact-finding function. The party requesting such appeal must pay all costs and fees of the arbitrators and arbitration proceedings.

(vii) Sharing of Fees. Except for an appeal, the parties to the Dispute or action will share the fees and expenses of the mediation and the arbitration equally during the mediation and arbitration. If a party is unable or unwilling to pay its share of the cost of the mediation or arbitration, the other party has the right to cover those costs; however, the prevailing party in arbitration, Including on appeal, will be awarded costs and attorney's fees as set forth in Section 19.3 below.

(viii) Federal Arbitration Act. You and We mutually agree that all issues relating to arbitrability are governed exclusively by the Federal Arbitration Act and the federal common law of arbitration to the exclusion of any state statutes or common law and will be decided by the arbitrator. All provisions of this Agreement pertaining to venue, choice-of-laws, dispute avoidance and resolution will be strictly enforced, and You and We will rely on federal preemption under the Federal Arbitration Act.

17.3 Continued Performance. During the pendency of any Dispute or any such interim relief proceeding, the parties shall continue to perform their respective obligations under this Agreement.

## ARTICLE XVIII NOTICES

18.1 Notices. All notices permitted or required under this Agreement must be in writing and delivered as follows with notice deemed given as indicated: (i) by personal delivery when delivered personally; (ii) by overnight courier upon written verification of receipt; (iii) by facsimile transmission when confirmed by facsimile transmission, during normal business hours, Monday through Friday, holidays excepted; (iv) by sending an email to the email address below or other verified email address when confirmed by receipt verification, which verification will not be withheld or otherwise denied; or (v) by certified or registered mail, return receipt requested, addressed as follows:

| FRANCHISOR:                                                                                                                                                                                                                                                                                                      | FRANCHISEE:                  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|
| Fed Up Kitchen Franchise, LLC<br>2942 S. Connor St.<br>Salt Lake City, Utah 84109<br>(or Our then-current headquarters)<br>Email: <a href="mailto:Franchise@fedupkitchen.com">Franchise@fedupkitchen.com</a>                                                                                                     | <br><br><br><br>Email: _____ |
| With a courtesy copy to (which will not act as notice or service to Fed Up Kitchen Franchise, LLC):<br>The Franchise & Business Law Group<br>Attn: Christian Thompson<br>222 South Main Street, Suite 500<br>Salt Lake City, Utah 84101<br>Email: <a href="mailto:cthompson@fbglaw.com">cthompson@fbglaw.com</a> |                              |

18.2 Delivery. If You refuse or fail to accept any certified or overnight delivery, acceptance will be deemed to have occurred 48 hours after rejection or failure to accept such notice. Any notice delivered by mail in the manner herein specified will be deemed delivered and received three days after mailing.

18.3 Listed Addresses. The address specified herein for services of notices may be changed at any time by the party making the change by giving written notice to the other party by certified mail or as otherwise agreed by You and Us. Any notice to You may be delivered to the address set forth above or to the address of Your Franchise Business or office.

## ARTICLE XIX CONSTRUCTION AND JURISDICTION

19.1 Governing Law. Except as provided in Section 19.5, this Agreement will be governed, construed and interpreted in accordance with the laws of the state of Utah without giving effect to its conflicts of law provisions. You and We agree that the provisions of this Agreement will control the state or provincial laws by which this Agreement will be governed and any provisions of state or provincial law to the contrary or any statements in Our franchise disclosure document or otherwise required as a condition of registration or otherwise. If the governing law requires terms other than or in addition to those in this Agreement, then such



terms will be deemed incorporated herein but only to the extent necessary to prevent the invalidity of this Agreement or any of the provisions hereof or the imposition of civil or criminal penalties or liability. To the extent permitted by the laws of the state whose laws govern this Agreement, You hereby waive any provisions of law or regulations which render any portion of this Agreement invalid or unenforceable in any respect.

19.2 Jurisdiction. In order to facilitate our joint interests in having franchise issues determined in a consistent manner for application throughout the System, without in any way limiting or otherwise affecting Your and Our obligations regarding mediation and arbitration in accordance with the provisions of Article XVII, if there is any litigation between us, You and We hereby irrevocably consent to the exercise of general personal jurisdiction in the courts of record of the state of Utah even though it may be otherwise possible to obtain jurisdiction elsewhere, and You and We agree that Salt Lake City, Utah will be the exclusive venue for any litigation between Us and You. Each party waives any objection they may have to the personal jurisdiction of or venue in the state and federal courts of Utah.

19.3 Costs and Attorney's Fees. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties are entitled to reasonable attorney's fees and other costs reasonably incurred in such action or arbitration or litigation proceeding. The costs of mediation will also be awarded to the prevailing party in arbitration or litigation, if applicable. For purposes of this Agreement, "prevailing party" Includes the party which obtains a judgment in their favor or agrees to dismiss an action or proceeding upon the other's payment of sums allegedly due or performance of the covenants allegedly breached, or which obtains substantially the relief sought. Reimbursement is due within 30 days of written notice after prevailing.

19.4 No Jury Trial. You and We waive, to the fullest extent permitted by law, all rights to trial by jury in any action or Dispute, whether at law or in equity, brought by either party.

19.5 Exception. Notwithstanding the foregoing, the Federal Arbitration Act (9 U.S.C. §§ 1 Et. Seq.) and the United States Trademark Act (Lanham Act, U.S.C § 1051 Et. Seq.) will apply to this Agreement and the relationship of the parties and preempt any state law to the contrary.

## **ARTICLE XX MISCELLANEOUS**

20.1 Headings. Headings used in this Agreement are for reference and convenience purposes only and are not to be used in construing the provisions of this Agreement. As used herein, the male or female gender will include the other and the neuter. The singular will include the plural and the plural will include the singular as appropriate.

20.2 No Third-Party Rights. The parties intend to confer no benefit or right on any person or entity not a party to this Agreement and no third parties will have any right or claims, benefit or right or a third-party beneficiary under this Agreement or any provision hereof. Similarly, You are not entitled to claim any rights or benefits, Including those of a third-party beneficiary, under any contract, understanding or agreement between Us and any other person or entity, unless that contract, understanding, or agreement specifically refers to You by name and specifically grant rights or benefits to You.

20.3 Authority. Where an entity is a party to this Agreement, the person or persons signing this Agreement on behalf of the entity warrant to Us that he, she or they have the requisite authority to sign this Agreement. At Our request, the concerned company signatory agrees to promptly provide Us with a certified copy of the resolution authorizing the execution of this Agreement and naming the officers, directors, members, or managers of the entity who are authorized to sign this Agreement on behalf of the entity. No field representative or salesperson has the right or authority to sign this Agreement or make oral representations or written modifications hereof on Our behalf.

20.4 No Partial Payments. No payment by You or receipt by Us of any amount less than that required to be paid under this Agreement, or otherwise, to Us or any person or entity affiliated with Us, will be deemed to be anything except payment on account, regardless of any endorsement to the contrary contained on any such payment or in any oral or written communication transmitted in connection therewith.

20.5 Joint and Several Liability. If more than one person, corporation, limited liability company, partnership or other entity, guarantor or any combination thereof, sign this Agreement on behalf of the franchisee, the liability of each will be joint and several. All members of a general partnership and all members of any association or other unincorporated entity, which is part of the franchisee hereunder, are jointly and severally liable for Your performance hereunder.

20.6 No Off-Set or Withholdings. You shall not offset or withhold the payment of any Fees, payments or other amounts due to Us or Our affiliates or suppliers on grounds of the alleged non-performance by Us of any of Our covenants or obligations hereunder, any Dispute of any nature or otherwise.

20.7 Disclosure. We can disclose, in disclosure documents or otherwise, information relating to Your Franchise Business, Including Your name, address, phone numbers, financial information, copies or reports, and other information.

20.8 Binding Agreement. This Agreement is binding upon the heirs, administrators, personal representatives, assigns and successors in interest to the parties hereto.

20.9 Force Majeure. Neither party will be liable by reason of any failure or delay in the performance of such applicable party's obligations hereunder on account of strikes, fires, flood, storm, explosion, or other similar causes which is beyond such party's reasonable control. This Section will not be interpreted to relieve You from Your obligation to pay Us when due all payments required to be made by You under this Agreement.

20.10 Entire Agreement. The parties intend this Agreement and all attached exhibits hereto to be the full and complete agreement between Us and You and the entire integration of all our understandings of every nature concerning the matters contained in this Agreement or in any way related thereto, whether oral or written, and whether occurring before or contemporaneously with the execution of this Agreement. You represent and acknowledge that no agreements, representations, negotiations, promises, commitments, inducements, assurances, terms, conditions, or covenants of any nature exist between You and Us except as specifically set forth in this Agreement, whether pertaining to this Agreement or to any future, further or additional rights of either You or Us. Nothing in this Agreement, or in any related agreement, is intended to be a disclaimer of the representations We made to You in the

franchise disclosure document. If any term of this Agreement is determined as void and unenforceable, the remaining terms and duties under this Agreement will still be considered enforceable and severable as if it was its own separate agreement from the voided term.

20.11 Amendments. No amendment, change, or variance from this Agreement will be binding on either party unless executed in writing and signed by both parties; however, the Manuals and policies and procedures may be modified by Us from time to time as set forth in this Agreement and are binding.

20.12 Effective Date. Delivery of a draft of this Agreement to You does not constitute an offer. This Agreement will become effective only when fully executed and accepted by Us.

20.13 No Course of Dealing. No course of dealing between You and Us will affect Your or Our rights under this Agreement or otherwise.

20.14 No Representations. You understand that the success or failure of Your Franchise Business depends, in major part, upon Your efforts. You agree that We have not made nor have You received any promise, representation or warranty that: 1) any payments by You are refundable at Your option; 2) We will repurchase any rights granted hereunder; 3) You will achieve any particular sales, income or other levels of performance, or that You will be successful in Your Franchise Business licensed by this Agreement; 4) You will have any exclusive rights of any type other than as expressly set forth herein; 5) You will receive any level of Marketing assistance, site location, development or other services, operational assistance, or otherwise other than as expressly set forth in this Agreement; 6) You will not be required to obtain any licenses or permits in order to operate Your Franchise Business; 7) any location or territory will be successful; or 8) that You will be awarded additional or further franchises or other rights, except as expressly set forth in a written document signed by Us.

20.15 Variances. You understand and agree that: 1) We may have offered franchises in the past, may currently be offering franchises, or may offer franchises in the future, on economic or other terms, conditions and provisions which may significantly differ from those offered by this Agreement and any related documents; and 2) there may be instances where We have varied, or will approve exceptions to or changes in the uniform standards, or the terms on which We offer franchises, the charges We make, or otherwise deal with Our franchisees to suit the circumstances of a particular transaction as We believe necessary or desirable under particular circumstances. You have no right to object to such variances or to obtain the same variances for Yourself.

20.16 No Misrepresentations. You further represent to Us, as an inducement to Our entry into this Agreement, that You have made no misrepresentations in obtaining the award of this franchise.

20.17 Representations of Non-Violation. You represent and warrant that You can enter into this Agreement and that the execution and performance of this Agreement will not be in violation or breach, or cause the violation or breach, of any agreement or covenant between any third-party, or the violation or breach of any order, decree or judgment of any court or administrative agency.

20.18 FDD Acknowledgement. You represent that You have had a copy of Our franchise disclosure document ("FDD") for at least 14 calendar days or 10 business days, whichever is applicable in Your state, prior to signing this Agreement or making any payment to Us.

20.19 Waiver. We may, in writing, unilaterally waive any of Your obligations or requirements under this Agreement. Waiver by Us of any particular default by or obligation of You does not affect or impair Our rights with respect to any subsequent default by You or any of Our other rights to declare the same or subsequent acts a breach or default. Unless otherwise agreed to by Us in writing, Our acceptance of any payments due from You does not waive any prior defaults.

20.20 Counterpart and Electronic Signatures. This Agreement and its exhibits may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature with full legal force and effect and may be used for all purposes as if it were an original.

20.21 Owners of the Franchise. You represent and We rely upon Your representations in entering into this Agreement that the individuals in Exhibit "A-2" are the owners of and sole holders of a legal and beneficial interest in the franchise entity and in Your Franchise Business.

20.22 Drafting. You acknowledge that You have read this Agreement, have had the opportunity to review it with an attorney of Your respective choice and have agreed to all of its terms. The rule of construction that a contract be construed against the drafter will not be applied in interpreting this Agreement.

## **ARTICLE XXI DEFINITIONS**

"Competing Business" means a meal prep business, at wholesale or retail. This includes preparing custom and non-custom generic meals for delivery, pickup, or catering. However, a competing business does not mean a traditional restaurant with dine-in options.

"Confidential Information" means any non-public information (through no fault of Yours) relating to Our products or services, or operation of a Fed Up Kitchen™ business, the System, or relating to the System as a whole, Including: (i) methods, techniques, formats, specifications, procedures, and systems; (ii) hardware, software, proprietary technology, and equipment; (iii) sales and Marketing programs, sales techniques, pricing, bidding methods, etc.; (iv) the development and operation of Fed Up Kitchen™ businesses; (v) knowledge of, specifications for, and suppliers of, certain Fed Up Kitchen™ products, materials, supplies, equipment, furnishings and fixtures; (vi) operating results, margins, expenses, and financial performance of Fed Up Kitchen™ businesses; (vii) Our strategic plans and concepts for the development, operation, or expansion of Fed Up Kitchen™ businesses; (viii) the contents of Our Manuals; (ix) all Customer Data; (xi) login, passwords, access information, etc., to Our email accounts, Social Media, Manuals or other internal sites or shared documents (xii) Our Intellectual Property that is generally deemed confidential; (xiii) all Innovations; (xiv) Our Recipes; and (xv) any other information obtained from Us in confidence at any time by virtue of the franchise or license relationship.

“Copyright Materials” means all writings, video and audio recordings, materials, Manuals, artwork, websites, logos, Marketing materials, apps, and designs used with the Marks or in association with the System.

“Customer” and “Client” whether or not capitalized have interchangeable meanings in this Agreement.

“Customer Data” means any and all customers, and customer and prospective customer data and lists, Including phone numbers, emails, mailing addresses, name and contact information for key personnel of the customer, Social Media followers’ information, etc., even if maintained by You or deemed to have arisen through Your activities. For clarity, a “prospective customer” does not mean any possible customer. It means a potential customer who has been engaged in some way, or has provided some personal information, or has elected to receive some communication, but who has not yet done business to be considered an actual customer.

“Dispute” any claim, controversy, disagreement, or dispute of any type whatsoever.

“Fees” refers to those fees, payments, and costs You are required to pay to Us, as more fully set forth on Exhibit “A-3.”

“Franchise Assets” means this Agreement, or any of rights or privileges associated with this Agreement, or any shares or units in the ownership of Your entity, Your Franchise Business, or substantially all of Your assets.

“Gross Sales” Includes the total of all sales of all products, goods and services sold, traded, bartered, or rendered by You and income of every kind and nature, Including the value of a trade or other bartering, arising from Your Franchise Business and tangible property of every kind sold by You during the term of this Agreement. “Gross Sales” excludes bona fide credits and returns for products and excludes amounts paid by You for sales or use taxes on the sale of any products or services and excludes sales of prepaid cards or similar products (but the redemption of any such card or product will be included in Gross Sales).

“Immediate Family” refers to and Includes each of Your spouses, domestic partners, parents, stepparents, children, stepchildren, sons-in-law, and daughters-in law.

“Innovation” means any idea conceived or developed, or any actual improvement, change, modification, enhancement, or addition to the System, Including to Your Franchise Business, Copyrighted Materials, Manuals, Confidential Information, Intellectual Property, website, Social Media, Marketing materials, apps or any other documents or information pertaining to or relating to the System, or any and all derivatives thereof, whether implemented in the System or not.

“Including” or “Includes” means “including but not limited to,” “including, without limitation,” and similar all-inclusive and non-exhaustive meanings.

“Intellectual Property” means all Marks, trade dress, names, Copyrighted Materials, systems, patents, patent applications, trade secrets, websites, Social Media, apps, and software.

“Interim Management Period” refers to the period of time during which We step in to manage Your Franchise Business as allowed under this Agreement.

“Internet” means any present or future interactive system for electronic communications, using lines, cables, wireless, satellite, radio or any other technology; and which involves one or more of the following: the system of interconnected computer networks that use the internet protocol suite (TCP/IP) or its successor; websites or similar remotely-accessible electronic information sources (whether password protected or not); use of domain names, other locators, or emails that use our trademarks; internet phone services; cellular or similar messaging; mobile applications; social networks or Social Media; or wikis, podcasts, online content sharing communities, or blogging.

“Lease” means a commercial lease or other document of occupancy of the Kitchen.

“Manuals” means one or more guides or manuals, including an operations manual, brand standards manual, training manuals, and/or policies and procedures manual, technical bulletins, online drives or portals, or other written materials as may be developed, modified and supplemented by Us periodically. The Manuals may be printed or in an electronic format.

“Marketing” or “Market” Includes advertising, brand development, promotion, public relations campaigns, content creation, influencer incentives or compensation, market research and other related processes.

“Marks” means the federally registered and common law trademarks and service marks owned by Us or licensed to Us, whether now or later developed. “Marks” also includes any and all names, trade names, trademarks, slogans, service marks, logos and/or other commercial property or symbols licensed to You pursuant to this Agreement or used in connection with the System or later added to the System.

“Operating Account” means that account into which all receipts of Your Franchise Business must be deposited.

“Operating Assets” means Your assets, contracts, inventory, supplies, furniture, equipment, signs, service vehicles, accessories, and other personal property relating to Your Franchise Business.

“Operating Principal” is: a) You if You as the franchisee are an individual; or b) if You are an entity, an individual that owns at least 25% of the ownership and voting interests in the franchisee entity (unless You obtain Our written approval of a lower percentage), has authority over all business decisions related to the Franchise Business, and has the power to bind You in all dealings with Us.

“Participant” means an owner, operator, shareholder, director, partner, member, manager, consultant, agent, employee, contractor, advisor, officer, lessor, lessee, licensor, or licensee.

“Prepaid Services” means gift cards, gift certificates, prepaid services, etc., sold at or through Your Franchise Business for which We allow You to manage the accounting and pooling on such cards, gift certificates, prepaid services, etc.

“Principal” means shareholders, owners, partners, directors, members, managers, officers, and principal employees and contractors.

“Recipes” means Our recipes, kitchen books, ingredients, flavors, compositions, mixes, batters, syrups, spices, sauces, fillings, frostings, toppings, dressings, cook temperatures, cook or mix times, measurements, menus, preparation techniques, methods, and formulas, etc., related to Our food or drink products and menu items.

“Shall” when used in this Agreement (even if not capitalized) means must or other similar affirmative obligation, as the context requires.

“Social Media” means any and all websites, apps and web or Internet pages for social interaction, business operation, Marketing, and other online information communications, whether now or later developed.

“System” Includes the Franchise Business, specific Marks, interior design, store layout and décor, color schemes, standards, Manuals, Recipes, processes, services, know-how, operating procedures and Marketing concepts, business formats, the sale of products, food and supply items, and the use of proprietary and Confidential Information and other Intellectual Property.

“Termination” or “Terminate” Includes expiration, non-renewal, repurchase of Your rights, non-granting of a Successor Franchise, non-renewal, Transfer, or any other means by which this Agreement is no longer in effect and You are no longer a franchisee of the Fed Up Kitchen™ System.

“Transfer” Includes any direct or indirect assignment, transfer, division, trade, sale, gift, pledge, sublicense, mortgage, granting of any security interest, or sale at judicial sale or under power of sale, conveyance or retention of collateral in satisfaction of debt, or other procedure to enforce the terms of any pledge, encumbrance, or security interest.

“We,” “Our(s)” or “Us” only as applied to Paragraphs 2.2.3, 10.1.1, 10.1.2, and 14.8.7, Sections 3.1, 3.5, 6.6 and 16.4, and Articles XI and XV Includes Our predecessors, parents, affiliates, subsidiaries, successors, and assigns and Our officers, directors, shareholders, members, managers, employees, agents, development agents, or others with whose conduct We are chargeable, as applicable.

“You” or “Your” Includes all signers of this Agreement, all current and subsequent guarantors, all subsequent and current members, Operating Principals, owners, partners, shareholders, managers, directors, officers, agents, affiliates, principal employees and with those whose conduct You are chargeable.

**[INTENTIONALLY LEFT BLANK]**

IN WITNESS WHEREOF, the parties have respectively signed this Franchise Agreement effective as of the day and year first written above.

**FRANCHISOR:**

FED UP KITCHEN FRANCHISE, LLC

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**FRANCHISEE:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

If the franchisee is not an entity, each person must sign personally.

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_, personally

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_, personally

(Check if applicable) At the same time as the parties execute this Agreement, they are also executing an Addendum to Franchise Agreement pursuant to:

\_\_\_\_\_ Illinois

\_\_\_\_\_ Indiana

\_\_\_\_\_ Maryland

\_\_\_\_\_ Minnesota

\_\_\_\_\_ New York

\_\_\_\_\_ North Dakota

\_\_\_\_\_ Washington

\_\_\_\_\_ Other



**EXHIBIT "A-1"**  
**TO THE FRANCHISE AGREEMENT**

**SEARCH AREA, TERRITORY AND APPROVED KITCHEN:**  
**(Map may be attached)**

1. Your Search Area in which to locate Your Kitchen is as follows:

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2. You approved Kitchen is to be located at:

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3. Your Territory is \_\_\_\_ miles from Your approved Kitchen location.

**Our approval of the Territory or a site is not a guarantee or a warranty  
of the potential success of a territory or a site.**

\_\_\_\_\_  
Franchisee Initial and Date

\_\_\_\_\_  
Franchisor Initial and Date

**EXHIBIT "A-2"**  
**TO THE FRANCHISE AGREEMENT**

**COMPANY REPRESENTATIONS AND WARRANTIES**

You make the following additional warranties and representations:

You are a (check one):

- |                                              |                                                    |
|----------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> Partnership         | <input type="checkbox"/> Corporation               |
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Limited Liability Company |

Name of your entity: \_\_\_\_\_

The state in which your entity was formed: \_\_\_\_\_

Date of formation: \_\_\_\_\_

EIN: \_\_\_\_\_

The names and addresses of each shareholder, partner, or member holding an ownership interest in the corporation, partnership, or limited liability company (please print or type the information and add extra lines if necessary):

| Name | Address | Percentage of Ownership* |
|------|---------|--------------------------|
|      |         |                          |
|      |         |                          |
|      |         |                          |
|      |         |                          |

\*Corporation: Percentage owned of outstanding voting stock.

\*Partnership: Percentage owned in voting and in capital and profits.

\*Limited Liability Company: Percentage owned in membership interest.

The names of the officers of the company (please print or type the information and add extra lines if necessary):

| Name | Title |
|------|-------|
|      |       |
|      |       |
|      |       |
|      |       |

The address where Your corporate records are maintained is:

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The name and address of the Operating Principal who has been approved by Us and who will be directly responsible for supervising Your business operations and who has authority to work with Us and make decisions relating to the operations of the Franchise Business:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

You must provide Us a copy of Your articles of organization and operating agreement or articles of incorporation and bylaws within one week of the date below.

Dated \_\_\_\_\_.

**FRANCHISEE:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT “A-3”  
TO THE FRANCHISE AGREEMENT**

**FEE CHART<sup>1</sup>**

The following Fees are more fully described in the Franchise Agreement.

| Type of Fee                                              | Amount                                                                              | Notes                                   |
|----------------------------------------------------------|-------------------------------------------------------------------------------------|-----------------------------------------|
| Initial Franchise Fee                                    | \$30,000                                                                            | See Section 5.1                         |
| Royalty                                                  | 6% of Gross Sales                                                                   | See Section 5.2                         |
| Brand Development Fund Fee                               | 1% of Gross Sales                                                                   | See Paragraph 5.3.1                     |
| Local Marketing Requirement                              | \$500 per month                                                                     | See Paragraph 5.3.2                     |
| Advertising Cooperative                                  | Up to \$500 per month, if established                                               | See Paragraph 5.3.3 and Section 10.2    |
| Late Fees <sup>1</sup>                                   | \$25 per late fee per day for each late fee or report up to \$500 for each late fee | See Paragraph 5.4.3                     |
| Non-Sufficient Funds Fee <sup>1,5,6</sup>                | \$50 per bounced check or draft, or the maximum allowed by state law                | See Paragraph 5.4.3                     |
| Interest Fees                                            | 18% interest or maximum rate permitted by state law, whichever is less              | See Paragraph 5.4.4                     |
| Sales or Use Tax                                         | Sum equal to tax imposed                                                            | See Paragraph 5.4.5                     |
| Audit Charge                                             | Cost of audit                                                                       | See Paragraph 5.5.2                     |
| System Non-Compliance Fines and Charges <sup>1,5,6</sup> | Amounts to be specified in Our Manuals, currently ranging between \$500 and \$1,000 | See Section 5.9                         |
| Technology Fee                                           | Currently, \$200 per month                                                          | See Section 5.10                        |
| Sales Commission Fee <sup>1</sup> (Optional)             | 10% of the sales price                                                              | See Section 5.11                        |
| Client Consultations <sup>1</sup> (Optional)             | Currently, \$50 per hour                                                            | See Section 5.12                        |
| Additional Trainees at Initial Training <sup>1</sup>     | \$250 per additional attendee                                                       | See Paragraph 6.1.4                     |
| Replacement Training <sup>1</sup>                        | \$250 per person/per day                                                            | See Paragraph 6.1.4(i)                  |
| Additional In-Person Training or Assistance <sup>1</sup> | \$250 per person, per day for additional training, plus expenses                    | See Paragraph 6.1.4(ii) and Section 7.3 |
| Rescheduling Fee <sup>1</sup>                            | \$500                                                                               | See Paragraph 6.1.4(iv)                 |
| Insurance Procurement Fee <sup>1</sup>                   | Varies, plus an administration fee of \$50 per man-hour                             | See Paragraph 6.1.9                     |
| PCI and DSS Audit Reimbursement Fee                      | Reasonable costs of the audit                                                       | See Paragraph 6.1.12(iv)                |
| Conference or Seminar Fee <sup>1</sup>                   | \$500 to \$1,500 per attendee                                                       | See Paragraph 6.1.14                    |

|                                                 |                                                                                                                                          |                                       |
|-------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|
| Interim Management Fee                          | 5% of Gross Sales                                                                                                                        | See Paragraph 6.2.3 and Section 14.10 |
| Additional Copies of Marketing Materials        | Our reasonable costs, plus 10%, plus shipping and handling                                                                               | See Section 10.3                      |
| Fees on Default                                 | Our costs associated with Your default                                                                                                   | See Section 11.2                      |
| Prepaid Services Reimbursement Fee <sup>1</sup> | Amount of unredeemed customer gift cards and gift certificates purchased from you, plus an admin fee of \$50 per hour                    | See Paragraph 12.1.11                 |
| Post-Termination Fees and Damages               | Varies                                                                                                                                   | See Section 12.1                      |
| Early Termination Liquidated Damages            | Average royalty from the previous 12 months multiplied by 24 months or the remaining term of the Franchise Agreement, whichever is less. | See Section 12.4                      |
| Transfer Fee                                    | \$5,000                                                                                                                                  | See Section 14.5                      |
| Minority Interest Transfer Fee                  | Legal and corporate fees and costs incurred                                                                                              | See Section 14.6                      |
| Transferee Training Fee                         | \$15,000                                                                                                                                 | See Paragraph 14.8.5                  |
| Non-Compete Violations <sup>1</sup>             | \$1,000 per day for each competing business                                                                                              | See Section 16.8                      |
| Indemnification                                 | Varies                                                                                                                                   | See Section 15.2                      |
| Dispute Resolution Fees                         | Varies                                                                                                                                   | See Section 17.2 and Section 19.3     |

<sup>1</sup> We may increase this Fee by up to 10% per year during the term of the Franchise Agreement. Costs charged by third parties are subject to change at any time and do not have an annual cap.

**EXHIBIT “A-4”  
TO THE FRANCHISE AGREEMENT**

**BRAND PROTECTION AGREEMENT FOR PRINCIPALS**

This BRAND PROTECTION AGREEMENT FOR PRINCIPALS (the “Agreement”) is entered into and made effective as of the effective date listed below by FED UP KITCHEN FRANCHISE, LLC (“Franchisor”) and the undersigned (“Principals”).

WHEREAS, Principals or his or her or their company entered into an agreement with Franchisor so as to be able to obtain the rights to operate a Fed Up Kitchen™ Franchise Business using the System developed by Franchisor, Including certain Confidential Information of Franchisor (“Franchise Agreement”); and

WHEREAS, Franchisor has developed Confidential Information and Recipes for the operation of a Fed Up Kitchen™ Franchise Business and may continue to develop new Recipes and revise current Recipes for use in association with the Fed Up Kitchen™ System; and

WHEREAS, Principals recognize the value of the System and the intangible property rights licensed under the Franchise Agreement, and the importance of maintaining the Confidential Information, and recognize that the Franchisor’s entering into the Franchise Agreement is conditioned upon each Principal entering into this Agreement; and

WHEREAS, all capitalized terms used, but not defined, herein will have the respective meanings assigned to them pursuant to the Franchise Agreement.

NOW THEREFORE, in consideration of Franchisor entering into the Franchise Agreement with Principals or his or her or their company, the recitals and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

1. Acknowledgment. Principals individually acknowledge that he or she has obtained or may obtain access to Confidential Information and made available to Principals that is necessary and essential to the operation of the Franchise Business, without which information the Franchise Business could not efficiently, effectively, and profitably operate. Principals further acknowledge that such Confidential Information was not known to him or her prior to the association with Franchisor.
2. Non-Disclosure and Non-Use. Except as may be required or allowed under the Franchise Agreement, Principals and any of a Principal’s Immediate Family, shall not during the term of the Franchise Agreement and any Successor Franchise or Successor Franchise Agreement or any time thereafter, directly or indirectly, use, or disclose to any third-party, or authorize any third-party to use, any information relating to the Franchise Business or interest of Franchisor, Confidential Information, the System, or other information or materials that he or she knows, or reasonably should know, is regarded as confidential to Franchisor. Principals shall also adopt and implement all reasonable procedures prescribed by Franchisor, from time to time, to prevent unauthorized use and/or disclosure of the Proprietary Information, including restrictions on disclosure to employees and other third parties. The parties intend that the information disclosed by Franchisor prior to the actual execution of this Agreement

constitutes Confidential Information and is subject to all the terms and conditions of this Agreement (Including the covenants protecting against disclosures) as if such information had been disclosed following the execution of this Agreement.

2.1 Duty to Notify. Principals agree to notify Franchisor of any reasonably suspected attempts to violate the terms or purposes of this Agreement and further agree to require all personnel to report to it any reasonably suspected attempts to violate this Agreement. In the event it is discovered that Principals knew or had reason to know of any suspected attempts to violate this Agreement, Principals agree to indemnify Franchisor for all costs and fees associated with enforcement, and to reimburse Franchisor for those losses sustained due to such violation.

2.2 Employee Use of Recipes. Each employee authorized to use the Recipes in the operation of the Franchise will be required to sign a confidentiality agreement prior to use of the Recipes. Furthermore, Principals represent and warrant that they shall only authorize employees over the age of 18 to use or have access to the Recipes. A copy of all such signed agreements will be promptly (within 10 days) provided to Franchisor.

2.3 No Reverse Engineering. Principals shall not, either personally, in concert with others, or through other authorization, reverse engineer, decompile or deconstruct or attempt to reverse engineer, decompile or deconstruct any portion of the Confidential Information, including the Recipes, and shall not allow, encourage or permit any partner, owner, director, member, manager, agent, employee or other person to do so. For purposes of this Agreement, reverse engineering as it relates to the Recipes, Includes any deviations from the Recipes that make minimal changes to the process, procedure, or ingredients such that the final result is identical or substantially similar to the result that would reasonably be expected to result from the Recipes.

2.4 Limited Use. Principals shall limit their use of the Confidential Information, Including, their recollection of any part of the Recipes, to the performance of their duties as described in the Franchise Agreement, the Manuals, and any policies and procedures implemented by Franchisor and shall not use the for any personal use or gain.

3. Non-Competition; Non-Solicitation. The following covenants will be enforced during and after the term of the Franchise Agreement:

3.1 In-Term Covenant. During the term of the Franchise Agreement and for any extensions or Successor Franchises thereof, except as permitted under the Franchise Agreement, Principals and each Principal's Immediate Family, shall not be a Participant, assist, or serve in any other capacity whatsoever, or have any interest in a Competing Business in any capacity or location except with Franchisor's prior written consent.

3.2 Post-Term Covenant. Upon Termination for any reason of the Franchise Agreement, and any extensions thereof, or upon any Transfer or repurchase of a Principal's rights under the Franchise Agreement or the franchise entity, or a Principal's dissociation from the Franchise Business, and for a continuous, uninterrupted period of three years thereafter, Principals, and Principal's Immediate Family, shall not, directly or indirectly, be a Participant, assist, or serve in any other capacity whatsoever, or have any interest in a Competing Business in any capacity, territory, or location within the Territory or within 25 miles of the Territory or within 20 miles of the territory of any System franchise or Fed Up Kitchen™ business operation

at the time of Termination of the Franchise Agreement. The ownership of not more than 2% of the voting stock of a publicly held corporation will not be considered a violation of the foregoing provision.

3.3 Non-Solicitation of Customers. Subject to applicable state law, Principals and each of Principal's Immediate Family shall not, during the term of the Franchise Agreement and any extensions or Successor Franchise and for three years thereafter, directly or indirectly, contact any former or then-current customer of the Franchise Business, or any former, then-current customer of Franchisor or an affiliate of the Franchisor (with whom the Principal had contact during the term of the Franchise Agreement), or prospective customer for the purpose of soliciting such customer to a Competing Business. All Customer Data belongs to Franchisor. For clarity, a "prospective customer" does not mean any possible customer. It means a potential customer who has been engaged in some way, or has provided some personal information, or has elected to receive some communication, but who has not yet done business to be considered an actual customer.

4. Survival of Covenants; Tolling of Covenants. The foregoing covenants survive the Termination of this Agreement and apply regardless of whether this Agreement was Terminated by lapse of time, by default of either party, or for any other reason. In addition to other remedies available to Franchisor, in the event a Principal violates a non-competition and/or non-solicitation covenant, the applicable non-competition or non-solicitation period will be tolled for the period of that Principal's violation. Principal shall also pay Franchisor liquidated damages of \$1,000 per day for each Competing Business for violation of Sec. 3.1 or 3.2. These liquidated damages do not represent a price for the privilege of not performing nor does the payment represent an alternative manner of performance. This Section does not preclude and is not inconsistent with a court granting Franchisor specific performance or any other equitable remedies, such as an injunction, to prevent future breaches.

5. Return of Materials. Upon the Termination of the Franchise Agreement, or a Principal's disassociation from the Franchise Business, each Principal agrees to deliver to Franchisor (and shall not keep a copy in his or her possession or deliver to anyone else) the Fed Up Kitchen™ Manuals and any and all Confidential Information.

6. Irreparable Harm. Principals hereby acknowledge and agree that any breach by him or her of any portion of Sections 1 through 5 above, inclusive, will cause damage to Franchisor in an amount difficult to ascertain. Accordingly, in addition to any other relief to which Franchisor may be entitled, Franchisor will be entitled to temporary, preliminary, and/or permanent injunctive relief for any breach or threatened breach by any Principal of any of the terms of Section 1 through 5 above, inclusive, without proof of actual damages that have been or may be caused to Franchisor by such breach and without the requirement of posting bond. Additionally, Principals agree that the existence of any claims a Principal may have against Franchisor, whether or not arising from this Agreement or the Franchise Agreement, will not constitute a defense to Franchisor's ability to enforce the covenants set forth in this Agreement.

7. Reasonableness and Enforceability. Principals agree that the terms of this Agreement are fair and reasonable in light of the circumstances and were in part, based on the perceived or potential value of the System and the business relationship that Principals and/or his or her or their company have and will have with Franchisor. If any portion of this Agreement will be held invalid or inoperative, then, so far as is reasonable and possible, the remainder of this



Agreement will be considered valid and operative, and effect will be given to the intent manifested by the portion held invalid or inoperative. Whenever the context so requires, the masculine will include the feminine and neuter and the singular will include the plural and conversely. Principals understand that a separate action may be brought or prosecuted against a Principal whether or not the action is brought or prosecuted against any other Principal or against the franchisee, or any or all of them, or whether any other Principal or the franchisee is or are joined in the action.

8. Governing Law and Jurisdiction. The validity, enforcement, construction, rights and liabilities of the parties and provisions of this Agreement will be governed by and interpreted in accordance with the laws of the state of Utah without giving effect to its conflicts of law provisions. If for any reason court action is filed, Principals individually consent to the jurisdiction of the courts of record in the state of Utah, and unless the enforcement of this Agreement is brought in connection with a Dispute under the Franchise Agreement (in which case this matter may be handled through arbitration as set forth in the Franchise Agreement), each Principal agrees that proper jurisdiction and venue for all Dispute resolution will be exclusively in the state and federal courts of Salt Lake City, Utah.

9. Attorney's Fees and Costs. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or proceeding.

10. Binding Agreement. This Agreement will bind the successors and assigns of a Principal and his or her heirs, personal representative, successors and assigns. No rights under this Agreement are assignable by any Principal, and any purported assignment will be null and void and of no force or effect.

11. Survival of Covenants. All covenants made in this Agreement by Principals survive the Termination of this Agreement or the Franchise Agreement or Principal's disassociation with the Franchise Business or the System in any way.

12. Modification of Agreement. This Agreement may be amended in whole or in part only by an agreement in writing signed by the parties.

13. Waiver. Each Principal understands and acknowledges that Franchisor can require the use of cameras at the business premises, and each Principal waives any expectation of privacy in non-private areas of the business premises, i.e., spaces that are not in a bathroom, changing room, etc.

14. Counterpart and Electronic Signatures. This Agreement may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

**PRINCIPALS INDIVIDUALLY ACKNOWLEDGE THAT HE OR SHE HAS READ THIS AGREEMENT AND UNDERSTANDS ITS CONTENTS.**

IN WITNESS WHEREOF, the parties have executed this Agreement effective as of the date below.

DATED \_\_\_\_\_

**FRANCHISOR:**

FED UP KITCHEN FRANCHISE, LLC

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**PRINCIPALS:**

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

[Brand Protection Agreement for Principals Signature Page]

**EXHIBIT "A-5"**  
**TO THE FRANCHISE AGREEMENT**

**EMPLOYEE BRAND PROTECTION AGREEMENT**

This EMPLOYEE BRAND PROTECTION AGREEMENT ("Agreement") is entered into as of \_\_\_\_\_, between \_\_\_\_\_ ("Franchisee") and \_\_\_\_\_ ("Employee"), residing at \_\_\_\_\_.

A. Franchisee is the holder of a Fed Up Kitchen™ franchise developed by Fed Up Kitchen Franchise, LLC ("Franchisor").

B. Franchisor has developed certain confidential and proprietary information for the operation of a Fed Up Kitchen™ franchise, including without limitation, processes, methods, trade secrets, systems, software, pricing, financial information, customer data and lists, manuals, marketing techniques, and procedures ("Proprietary Information").

C. Included in the Proprietary Information are confidential and proprietary mixes, batters, recipes, fillings, frostings, toppings, flavors, ingredients, sauces, syrups, spices, processes, methods, formulas, temperatures, cook times, and measurements and other information relating to the preparation of food items (collectively "Recipes") for use in the operation of a Fed Up Kitchen™ franchise businesses.

NOW, THEREFORE, in consideration of the employment of Employee by Franchisee, the parties hereto agree as follows:

1. Acknowledgement. Employee acknowledges that during the course of his or her employment by Franchisee he or she has obtained or may obtain knowledge of the Proprietary Information and other confidential matters and procedures developed, licensed to or owned by Franchisor and made available to Franchisee, which are necessary and essential to the operation of the business of Franchisee, which without such information, Franchisee could not efficiently, effectively and profitably operate its Fed Up Kitchen™ franchise. Employee further acknowledges that such Proprietary Information was not known to him or her prior to the association with the Franchisee or its Fed Up Kitchen™ franchise.

2. Non-Use, Non-Disclosure. Except as may be required in the performance of duties for Franchisee, Employee shall not, during the course of his or her employment or at any time thereafter, directly or indirectly, use, or disclose to any third-party, or authorize any third-party to use any portion of the Proprietary Information, and agrees not to copy, transmit, recreate or otherwise reproduce all of any part of the Proprietary Information at any time.

2.1 No Reverse Engineering. Employee shall not, either personally, in concert with others or through other authorization, reverse engineer, decompile or deconstruct or attempt to reverse engineer, decompile or deconstruct any portion of the Proprietary Information, including without limitation, the Recipes, and will not allow, encourage or permit any partner, owner, director, member, manager, agent, employee or other person to do so. For purposes of this Agreement, reverse engineering as relates to the Recipes will include any deviations from the Recipes that make minimal changes to the process, procedure, or ingredients such that the final result is identical or substantially similar to the result that would reasonably be

expected to result from the Recipes.

3. Limited Use. Employee shall not use the Proprietary Information at any time, place, or circumstance, except as directed by Franchisee or its authorized representatives. In no event shall Employee use the Proprietary Information, whether in part or in whole, outside of Employee's specific employment duties.

4. Duty to Notify. Employee agrees to notify Franchisor or Franchisee or Employee's immediate superiors of any reasonably suspected attempts to violate the terms or purposes of this Agreement or to otherwise disclose, copy, or reproduce any part of the Proprietary Information. In the event it is discovered that Employee knew or had reason to know of any suspected attempts to violate this Agreement and fails to report such knowledge, Employee agrees to indemnify Franchisor and Franchisee for all costs and fees associated with enforcement, and to reimburse Franchisor and Franchisee for those losses sustained due to such violation. Employee agrees to cooperate with Franchisor and Franchisee in its or their attempts to enforce the terms of this Agreement and to otherwise protect the Proprietary Information, and to cooperate with Franchisee and Franchisor to the extent Franchisee is obligated to cooperate with Franchisor's attempts to enforce its rights in and to the Proprietary Information.

5. Return of Materials. Immediately upon the termination of employment, Employee agrees to deliver to Franchisee (and shall not keep in his or her possession or deliver to anyone else whether in hard or electronic soft copy) any and all records, data, photographs, notes, manuals, lists, correspondence, specifications, materials, other documents or property, or reproductions relating to, directly or indirectly, to the Proprietary Information.

6. Management and Supervisor Employees. This Section 6 shall only apply if Employee is a management employee and/or acts in a supervisory role over other employees.

6.1 Non-Competition. Employee shall not, during the course of his or her employment by Franchisee, and for one year thereafter, directly or indirectly in any capacity, without Franchisee's prior written consent, engage in a business, or plan for or organize a business, or have any financial interest in, or become and owner, officer, director, shareholder, partner, associate, employee, contractor, agent, representative or consultant in a meal prep business (not including restaurants with dine-in option). Without limiting the generality of the foregoing, the minimum area of competitive nature will be that area within a 15-mile radius of Franchisee's place of business or any Fed Up Kitchen™ business in operation at the time of Employee's termination of employment. The ownership of not more than 2% of the voting stock of a publicly held corporation will not be considered a violation of the foregoing provision.

6.2 Non-Solicitation of Customers. Employee shall not, during the course of his or her employment and for two years thereafter, directly or indirectly, contact any customer or former customer of Franchisee for the purpose of soliciting such customer to be a customer of a business that is the same as or similar to a Fed Up Kitchen™ business.

7. Irreparable Harm. Employee hereby acknowledges and agrees that any breach by him or her of any portion of Sections 1 through 6 above, inclusive, will cause damage to Franchisee and Franchisor in an amount difficult to ascertain. Accordingly, in addition to any other relief to which Franchisee may be entitled, either Franchisee or Franchisor will be entitled to enforce this Agreement and to seek temporary, preliminary, and/or permanent injunctive relief for any

breach or threatened breach by Employee of any of the terms of Section 1 through 6 above, inclusive, without proof of actual damages that have been or may be caused to Franchisee or Franchisor by such breach, and without the requirement of posting bond. The existence of a claim against Franchisee or Franchisor will not constitute a defense to enforce the covenants of this Agreement.

8. Modification. Employee hereby agrees that, without limitation, any modifications, alterations, changes, or improvements conceived, designed, devised, developed, perfected or made by Employee, whether alone or in conjunction with others, and related in any manner to the actual or anticipated operation of the Franchisee, or the Fed Up Kitchen™ system, or to any area of research and development related to the operation of the business, must be promptly disclosed to the Franchisee and will become the property of Franchisor, and Employee hereby irrevocably assigns, transfers, and conveys any such to Franchisor.

9. Enforceability. If any portion of this Agreement will be held invalid or inoperative, then, so far as is reasonable and possible, the remainder of this Agreement will be considered valid and operative, and effect will be given to the intent manifested by the portion held invalid or inoperative.

10. Survival of Covenants. All covenants made in this Agreement by Employee survive the termination of Employee's employment with Franchisee or the expiration, transfer, or termination of this Agreement.

11. Modification of Agreement. This Agreement may be amended in whole or in part only by an agreement in writing signed by both parties.

12. Attorneys' Fees. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or proceeding.

13. Waiver. Employee understands and acknowledges that Franchisee may employ the use of cameras at the business premises, and Employee waives any expectation of privacy in non-private areas of the business premises, i.e., spaces that are not in a bathroom, changing room, etc.

14. Counterpart and Electronic Signatures. This Agreement may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

15. Third-party Beneficiary. It is agreed and acknowledged that Franchisor is a third-party beneficiary to this Agreement.

[Signatures on the Following Page]

**EMPLOYEE ACKNOWLEDGES THAT HE OR SHE HAS READ THIS AGREEMENT AND UNDERSTANDS ITS CONTENTS.**

IN WITNESS WHEREOF, the parties have executed this Agreement effective as of the day and year first herein above written.

FRANCHISEE:

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

EMPLOYEE (if a minor, see next page):

\_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Age: \_\_\_\_\_

**For persons under 18 years of age, a parent or legal guardian must sign and complete the following section.**

I, \_\_\_\_\_ (Parent/Guardian), the undersigned and the parent and natural guardian of \_\_\_\_\_ (minor's name), hereby acknowledge that I have executed the foregoing Employee Brand Protection Agreement for and on behalf of the minor named herein. I represent that I have legal capacity and authority to act for and on behalf of the minor named herein. As the natural or legal guardian of such minor, I hereby bind myself, the minor, and our successors and assigns to the obligations and liabilities of the foregoing Employee Brand Protection Agreement.

DATED \_\_\_\_\_.

Signature of Parent/Guardian: \_\_\_\_\_

Name of Parent/Guardian: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_

[Employee Brand Protection Agreement Signature Page]

**EXHIBIT "A-6"**  
**TO**  
**FRANCHISE AGREEMENT**

**LANDLORD'S CONSENT TO ASSIGNMENT**

\_\_\_\_\_ ("Landlord") hereby consents to an assignment of the lease agreement ("Lease Agreement") to Fed Up Kitchen Franchise, LLC ("Franchisor") for the purpose of securing the obligations of \_\_\_\_\_ ("Lessee" and Franchisor's franchisee) to Franchisor. In the event of Lessee's breach of the Lease Agreement, Landlord agrees to provide Franchisor with written notice of any breach of the Lease Agreement that Landlord is required to provide to Lessee. Further, Landlord agrees it will not take any action to terminate said Lease Agreement without first giving Franchisor an opportunity, but not the obligation, to cure said breach for an additional 10 days beyond the applicable cure period granted to the Lessee under the Lease Agreement.

Landlord agrees to provide Franchisor with all information relating to amounts owing, settlement agreements, and all matters related to the Lease Agreement within five days of written request from Franchisor.

Landlord agrees that if the Lease Agreement or franchise agreement is terminated, Franchisor will have the right, but not the obligation, within 45 days after termination of the Lease Agreement or franchise agreement, to take possession of the Kitchen, and to assume or reassign the Lease Agreement, or sublet the Kitchen to another franchisee for the remaining term of the Lease Agreement; provided that Landlord will have the right to reasonably approve such reassignment or subletting.

Landlord further covenants that so long as Franchisor has not entered into possession of the leased Kitchen, Franchisor will not be liable for rent or any other obligation under the Lease Agreement, but that Landlord will look to Lessee for all obligations under the Lease Agreement.

Notices to Franchisor will be sent to: 2942 S. Connor Street, Salt Lake City, Utah 84109.

Dated as of \_\_\_\_\_.

Landlord Contact Information:

LANDLORD:

Contact Person: \_\_\_\_\_

By: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Title: \_\_\_\_\_

\_\_\_\_\_

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Date: \_\_\_\_\_

**SCHEDULE "A-6.1"**  
**To the Landlord's Consent to Assignment**  
**Lease Rider**

Notwithstanding anything in the lease to the contrary, the Landlord and Tenant agree as follows (capitalized terms not defined herein having the meanings set forth in the Franchise Agreement between Tenant and Fed Up Kitchen Franchise, LLC ("Franchisor"), Tenant's franchisor):

1. The initial term of the lease will be for a period of approximately 5 years from the time Tenant opens for business.
2. Landlord consents to Tenant's use and display of the Fed Up Kitchen™ Marks and signage as Franchisor may require from time to time for the Franchised Business, subject only to the provisions of applicable law. Landlord shall also provide Tenant and Tenant's customers with a non-exclusive, mutual cross access easement for purposes of vehicular and pedestrian ingress and egress to access Tenant's Franchise Business.
3. Tenant will have the right to alter, renovate, add, remodel, modify, and/or change the premises and/or other improvements upon the premises as Tenant may deem desirable, provided that if any such alterations, renovations, additions, modifications, remodeling and/or changes to the Kitchen and/or improvements upon the premises affect the exterior, structural elements or foundation of the premises, Tenant must first obtain the consent of Landlord, which consent will not be unreasonably withheld, conditioned or delayed.
4. The premises will be used solely for the operation of a Fed Up Kitchen™ which operates using the Fed Up Kitchen™ Marks and System while the Franchise Agreement is in effect and Tenant is in lawful possession of the premises.
5. Landlord acknowledges that, in the event the Franchise Agreement expires or is terminated: (a) Tenant is obligated under the Franchise Agreement to take certain steps to de-identify the location as a Fed Up Kitchen™ business; and (b) Landlord shall cooperate fully with Franchisor in enforcing such provisions of the Franchise Agreement, including allowing Franchisor, its employees and agents to enter and remove signs, décor, and materials bearing or displaying any Marks, designs, or logos, provided that Landlord will not be required to bear any expense thereof.
6. If Franchisor so requests, Landlord shall provide Franchisor with all sales and other information that Landlord may have related to the operation of the Franchised Business.
7. Tenant is restricted from accepting any requirement under the lease that seeks to impose any restrictions (territorial or otherwise) on the development or operation of other Fed Up Kitchen™ owned by Tenant, Franchisor, or any other person or entity.
8. Landlord agrees that Tenant may not assign the lease or sublease all or any part of Tenant's occupancy rights thereunder without Franchisor's prior written consent.
9. Landlord's consent to an assignment of the lease or subletting of the premises will not be required in connection with an assignment or subletting to Franchisor, or any parent,



subsidiary or affiliate of Franchisor or Tenant, or another operator that Franchisor has approved to be the franchisee and operate at the Kitchen.

10. Landlord shall not sell or lease or allow the sublease of, space in the building, or on the property, to any person or entity for a meal prep business or similar business. Additionally, Landlord shall not sell and shall prohibit any other tenant or subtenant in the building, or on the property, from engaging in activities predominantly related to the offer and sale of products and services similar to those offered by a Fed Up Kitchen™ business. In the event Landlord does not comply with these restrictions, Tenant will have the right to seek an injunction prohibiting the occupancy by the new competing business or against the existing tenant, as the case may be.

11. Landlord shall, upon reasonable request from Tenant's lender, subordinate any interests it may have in Tenant's equipment or other leasehold improvements to Tenant's lender's interests.

12. No amendment may be made to the lease without Franchisor's prior written consent (which Franchisor will not unreasonably withhold or delay), and Franchisor may elect not to be bound by the terms of any amendment to the lease executed without obtaining Franchisor's prior written approval to such amendment.

IN WITNESS WHEREOF, the parties have executed this Lease Rider effective as of the date of the lease agreement.

**LANDLORD:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**TENANT:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT "A-7"**  
**TO FRANCHISE AGREEMENT**

**AUTHORIZATION AGREEMENT FOR DIRECT PAYMENTS (ACH DEBITS)**

Business Name: \_\_\_\_\_

I hereby authorize Fed Up Kitchen Franchise, LLC hereinafter called ("Company"), to initiate debit entries to my checking account or savings account as indicated below at the depository financial institution named below, hereinafter called ("Depository"), and to debit the same to such account. I acknowledge that the origination of ACH transactions to my account must comply with the provisions of United States law.

Depository Name: \_\_\_\_\_ Branch: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_

Routing Number: \_\_\_\_\_ Account Number: \_\_\_\_\_

Type of Account: Checking/Savings: \_\_\_\_\_

This authorization is to remain in full force and effect until the Company has received written notification from me of its termination in such time and in such manner as to afford the Company and Depository a reasonable opportunity to act on it.

Name: \_\_\_\_\_

(please print)

Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**NOTE: ALL WRITTEN DEBIT AUTHORIZATIONS MUST PROVIDE THAT THE RECEIVER MAY REVOKE THE AUTHORIZATION ONLY BY NOTIFYING THE ORIGINATOR IN THE MANNER SPECIFIED IN THE AUTHORIZATION.**

**EXHIBIT "A-8"**  
**TO FRANCHISE AGREEMENT**

**GUARANTY AND ASSUMPTION OF OBLIGATIONS**

This GUARANTY AND ASSUMPTION OF OBLIGATIONS ("Guaranty") is entered into and made effective as of \_\_\_\_\_ by and between FED UP KITCHEN FRANCHISE, LLC ("We," "Us" or "Our") and the undersigned Guarantor(s) ("Guarantor(s)") owners of \_\_\_\_\_ (the "Business Entity") and their spouses or legal domestic partner (collectively and individually referred to as "spouse").

**1. Scope of Guaranty.** In consideration of and as an inducement to Our signing and delivering the Franchise Agreement dated \_\_\_\_\_ (the "Franchise Agreement"), each Guarantor(s) signing this Guaranty personally and unconditionally: (a) guarantees to Us and Our successors and assigns that the Business Entity will punctually pay and perform each and every undertaking, agreement, and covenant set forth in the Franchise Agreement; and (b) agrees to be personally bound by, and personally liable for the breach of, any provision in the Franchise Agreement, Including confidentiality and the non-competition provisions. Each Guarantor acknowledges and agrees no subsequent amendment, modification, and/or extension of the Franchise Agreement by and between Franchisor and the franchisee thereunder will affect the enforcement or validity of this Guaranty.

**2. Waivers.** Each Guarantor waives: (a) acceptance and notice of acceptance by Us of Guarantor(s) obligations under this Guaranty; (b) notice of demand for payment of any indebtedness or nonperformance of any obligations guaranteed by Guarantor(s); (c) protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations guaranteed by Guarantor(s); (d) any right Guarantor(s) may have to require that an action be brought against the Business Entity or any other person as a condition of Guarantor(s) liability; (e) all rights to payments and claims for reimbursement or subrogation which Guarantor(s) may have against the Business Entity arising as a result of Guarantor(s)' execution of and performance under this Guaranty; and (f) all other notices and legal or equitable defenses to which Guarantor(s) may be entitled in Guarantor(s)' capacity as guarantors.

**3. Consents and Agreements.** Each Guarantor consents and agrees that: (a) Guarantor(s)' direct and immediate liability under this Guaranty are joint and several; (b) Guarantor(s) must render any payment or performance required under the Franchise Agreement upon demand if the Business Entity fails or refuses punctually to do so; (c) Guarantor(s)' liability will not be contingent or conditioned upon Our pursuit of any remedies against the Business Entity or any other person; (d) Guarantor(s)' liability will not be diminished, relieved or otherwise affected by any extension of time, credit or other indulgence which We may from time to time grant to Business Entity or to any other person, including, without limitation, the acceptance of any partial payment or performance of the compromise or release of any claims (including the release of other guarantors) and no such indulgence will in any way modify or amend this Guaranty; and (e) this Guaranty will continue and is irrevocable during the term of the Franchise Agreement and, where required by the Franchise Agreement, after its termination or expiration.

**4. Enforcement Costs.** If We must enforce this Guaranty in any judicial or arbitration proceeding or any appeals, Guarantor(s) must reimburse Us for Our enforcement costs.

Enforcement costs include reasonable fees from accountants, attorneys, attorney's assistants, arbitrators, and expert witness fees, costs of investigation and proof of facts, court costs, arbitration filing fees, other litigation expenses and travel and living expenses, whether incurred before, in preparation for, or in contemplation of the filing of any written demand, claim, action, hearing or proceeding to enforce this Guaranty.

**5. Disputes.** Guarantor(s) and its spouse acknowledge and represent that Guarantor(s) and its spouse have had an opportunity to review the Franchise Agreement and agree that the provisions of Article XVII (disputes and arbitration) of the Franchise Agreement have been reviewed by Guarantor(s) and its spouse and by reference are incorporated herein and will govern this Guaranty and any disputes between Guarantor(s) and/or its spouse and Us. Each Guarantor(s) and its spouse irrevocably submits to the exclusive jurisdiction and venue of said arbitration and listed courts. Nevertheless, Guarantor(s) agree that We may also enforce this Guaranty and awards in the courts of the state or states in which a Guarantor(s) or a spouse is domiciled. Each Guarantor will be held personally, jointly, and severally liable. Any settlement made between Us and the Business Entity or any determination made pursuant to this Agreement will be binding upon the Guarantor(s).

**6. Spouse's Signature.** By signing below, the undersigned spouse acknowledges and consents to Guarantor(s) execution and performance under this Guaranty and the undersigned spouse also consents to his or her personal and marital assets securing the Business Entity's performance under the Franchise Agreement and Guarantor(s)' performance under this Guaranty.

**7. Counterparts.** This Guaranty may be signed in counterparts including by electronic signatures and other electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

IN WITNESS WHEREOF, the Guarantor(s) and its spouse have respectively signed this Guaranty effective as of the day and year first written above.

| Guarantor(s)'s Signature | Spouse Signature | Contact Information for Notice |
|--------------------------|------------------|--------------------------------|
| By: _____                | By: _____        | _____                          |
| Name: _____              | Name: _____      | _____                          |
| By: _____                | By: _____        | _____                          |
| Name: _____              | Name: _____      | _____                          |
| By: _____                | By: _____        | _____                          |
| Name: _____              | Name: _____      | _____                          |
| By: _____                | By: _____        | _____                          |
| Name: _____              | Name: _____      | _____                          |

**EXHIBIT "A-9"**  
**TO THE FRANCHISE AGREEMENT**

**DIGITAL, SOCIAL MEDIA, AND LISTINGS AUTHORIZATION FOR ASSIGNMENT**

This DIGITAL, SOCIAL MEDIA, AND LISTINGS ASSIGNMENT AUTHORIZATION ("Assignment") is made and entered into as of the Effective Date (defined below), by and between the undersigned Franchisee and Fed Up Kitchen Franchise, LLC ("Franchisor").

RECITALS

WHEREAS, Franchisee has entered into a franchise agreement with ("Franchise Agreement"); and

WHEREAS, as part of the Franchise Agreement, Franchisee is granted limited rights to use the Fed Up Kitchen™ trademark, trade names, trade dress, and other associated intellectual property (collectively, the "Marks") in conjunction with Franchisee's Franchise Business; and

WHEREAS, all capitalized terms used, but not defined, herein will have the respective meanings assigned to them pursuant to the Franchise Agreement.

NOW, THEREFORE, in consideration of the mutual covenants, agreements, recitals, obligations, terms and conditions herein contained, and the acts to be performed by the respective parties hereto, the parties hereto agree as follows:

1. Franchisee hereby assigns all rights and interest, in the Social Media and other digital media accounts used in the Franchise Business or used or created in any way by Franchisee or third parties to promote or use the Marks, Including, Franchisee's Facebook, Instagram, TikTok, Pinterest, Google listings, Twitter, LinkedIn, Tumblr, email accounts, and the like (collectively the "Social Media Accounts"). Franchisee shall take all action necessary to grant exclusive access of the Social Media Accounts to Franchisor, Including providing all passwords and administrative access to such Social Media Accounts.
2. Franchisee hereby assigns and transfers, (or in Franchisor's sole discretion disconnects) the telephone listings, telephone numbers, Including the telephone number(s) listed on Marketing and Social Media Accounts, URL's, Internet sites, and web pages used in the Franchise Business or used or created in any way by Franchisee or third parties to promote or use the Marks to Franchisor (collectively "Listings").
3. Franchisee represents, warrants, and covenants the following with regard to the Social Media Accounts and Listings:
  - a. Franchisee has the right to assign the Social Media Accounts and Listings, and they are free and clear of all liens and encumbrances.
  - b. Franchisee shall not, after Termination of the Franchise Agreements attempt to access, control, interfere with, or obstruct the Social Media Accounts and/or Listings.

c. Franchisee shall not prevent or hinder Franchisor from enforcing its rights in or to the assigned Social Media Accounts.

d. Franchisee has not taken, or permitted, and shall not take or permit any action that would prevent Franchisor from enjoying the full benefits of assignment of the Social Media Accounts and Listings to Franchisor hereunder whether during the term or after the Termination of the Franchise Agreement.

4. Franchisee hereby directs and authorizes each company associated with, or in control of, the Social Media Accounts to assign, transfer, set over and otherwise authorize Franchisor to take over and control the Social Media Accounts. If necessary, Franchisee shall execute all documents required by Franchisor to give effect to the assignment of the Social Media Accounts and Listings to Franchisor hereunder.

5. This Assignment applies to all Social Media Accounts and Listings regardless of whether Franchisee is allowed to manage under the Franchise Agreement or was allowed to create, use, manage, or even own Social Media Accounts and/or Listings in the past. To the extent Franchisor does not currently have administrative access to a Social Media Account or Listing of Franchisee, Franchisee shall immediately grant Franchisor such access.

6. Franchisor hereby appoints Franchisor as its attorney-in-fact for the above transfers, which appointment is coupled with an interest.

7. This Assignment is binding upon the heirs, administrators, personal representatives, assigns and successors in interest to the parties hereto.

8. This Assignment is governed, construed and interpreted in accordance with the laws of the state of Utah without giving effect to its conflicts of law provisions.

9. This Assignment may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

**FRANCHISOR:**

Fed Up Kitchen Franchise, LLC

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**FRANCHISEE:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT "A-10"**  
**TO FRANCHISE AGREEMENT**  
**STATE SPECIFIC ADDENDA**

## **ADDENDUM TO THE FRANCHISE AGREEMENT FOR THE STATE OF CALIFORNIA**

1. The California Franchise Relations Act, Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. If the franchise agreement contains a provision that is inconsistent with California law, California law controls.
2. The franchise agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.)
3. The franchise agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be fully enforceable under California law.
4. The franchise agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.
5. The franchise agreement requires binding arbitration. The arbitration will occur at Salt Lake City, Utah with the costs being borne by you for travel to, and lodging in, Salt Lake City, Utah and other costs associated with arbitration. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and Federal laws (this or these as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 128a, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.
6. The franchise agreement requires application of the laws of Salt Lake City, Utah but the California franchise laws may prevail in some instances. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California laws.
7. You must sign a general release if you transfer, renew or terminate your franchise. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).
8. The franchise agreement provides for waiver of a jury trial. This may not be enforceable in California.
9. No disclaimer, questionnaire, clause, or statement signed by a franchisee in connection with the commencement of the franchise relationship shall be construed or interpreted as waiving any claim of fraud in the inducement, whether common law or statutory, or as disclaiming reliance on or the right to rely upon any statement made or information provided by any franchisor, broker or other person acting on behalf of the franchisor that was a material inducement to a franchisee's investment. This provision supersedes any other or inconsistent term of any document executed in connection with the franchise.
10. Late Fees in Exhibit "A-3" is amended to include the following: "The highest interest rate allowed in California is 10% annually."



**EXHIBIT “B”  
TO THE FDD**

**FINANCIAL STATEMENTS  
(Attached)**

Audited Financials Dated December 31, 2022  
Audited Financials Dated December 31, 2021

Unaudited interim financials dated March 31, 2023

**FED UP KITCHEN FRANCHISE LLC**  
**AUDITED FINANCIAL STATEMENTS**

**December 31, 2022 and 2021**

## CONTENTS

|                                                                 |    |
|-----------------------------------------------------------------|----|
| INDEPENDENT AUDITORS' REPORT .....                              | 2  |
| BALANCE SHEETS .....                                            | 4  |
| STATEMENTS OF INCOME AND MEMBERS' EQUITY .....                  | 5  |
| STATEMENTS OF CASH FLOWS .....                                  | 6  |
| NOTES TO FINANCIAL STATEMENTS .....                             | 7  |
| GENERAL AND ADMINISTRATIVE EXPENSES ( <i>Schedule I</i> ) ..... | 14 |

## INDEPENDENT AUDITORS' REPORT

**To the Members**  
**Fed Up Kitchen Franchise LLC**  
**Centerville, Utah 84014**

We have audited the accompanying financial statements of Fed Up Kitchen Franchise LLC (a Utah limited liability company) which comprise the balance sheets as of December 31, 2022 and 2021, and the related statements of income and members' equity, and cash flows for the years then ended, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Fed Up Kitchen Franchise LLC as of December 31, 2022 and 2021, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Fed Up Kitchen Franchise LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Fed Up Kitchen Franchise LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatements, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance

and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Fed Up Kitchen Franchise LLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Fed Up Kitchen Franchise LLC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

### **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The information contained in Schedule 1 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management as was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Adams & Peterson, CPAs LLC*

Clearfield, Utah  
March 24, 2023

**FED UP KITCHEN FRANCHISE LLC**  
**BALANCE SHEETS**  
**December 31, 2022 and 2021**

|                                            | <u>2022</u>       | <u>2021</u>       |
|--------------------------------------------|-------------------|-------------------|
| <b>ASSETS</b>                              |                   |                   |
| <b>CURRENT ASSETS</b>                      |                   |                   |
| Cash and cash equivalents                  | \$ 621,183        | \$ 732,122        |
| Related party receivable                   | -                 | 160,000           |
| Inventories                                | 23,221            | -                 |
| Prepaid expenses                           | <u>32,083</u>     | <u>-</u>          |
| TOTAL CURRENT ASSETS                       | 676,487           | 892,122           |
| <br>PROPERTY AND EQUIPMENT                 | <br>166,618       | <br>89,738        |
| <b>OTHER ASSETS</b>                        |                   |                   |
| Intangible assets                          | <u>5,731</u>      | <u>6,153</u>      |
| TOTAL ASSETS                               | <u>\$ 848,836</u> | <u>\$ 988,013</u> |
| <br><b>LIABILITIES AND MEMBERS' EQUITY</b> |                   |                   |
| <b>CURRENT LIABILITIES</b>                 |                   |                   |
| Accounts payable                           | \$ 40,000         | \$ -              |
| Accrued expenses                           | 2,741             | -                 |
| Deferred revenue                           | <u>64,500</u>     | <u>-</u>          |
| TOTAL CURRENT LIABILITIES                  | 107,241           | -                 |
| <br><b>MEMBERS' EQUITY</b>                 |                   |                   |
| MEMBERS' EQUITY                            | <u>741,595</u>    | <u>988,013</u>    |
| TOTAL LIABILITIES AND MEMBERS' EQUITY      | <u>\$ 848,836</u> | <u>\$ 988,013</u> |

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*The accompanying notes are an integral part of the financial statements.*

**FED UP KITCHEN FRANCHISE LLC**  
**STATEMENTS OF INCOME AND MEMBERS' EQUITY**  
**Year Ended December 31, 2022 And For The Period June 17, 2021**  
**(Date of Formation) to December 31, 2021**

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|                                                | <u>2022</u>       | <u>2021</u>       |
|------------------------------------------------|-------------------|-------------------|
| INCOME                                         |                   |                   |
| Franchise fees                                 | \$ 130,500        | \$ -              |
| EXPENSES                                       |                   |                   |
| General and administrative <i>(Schedule 1)</i> | 289,388           | 27,565            |
| Depreciation and amortization                  | <u>32,530</u>     | <u>4,422</u>      |
|                                                | <u>321,918</u>    | <u>31,987</u>     |
| NET LOSS                                       | \$ (191,418)      | \$ (31,987)       |
| MEMBERS' EQUITY                                |                   |                   |
| Balance - beginning of year                    | \$ 988,013        | \$ -              |
| Contributions by members                       | -                 | 1,020,000         |
| Distributions to members                       | <u>(55,000)</u>   | <u>-</u>          |
| Balance - end of year                          | <u>\$ 741,595</u> | <u>\$ 988,013</u> |

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*The accompanying notes are an integral part of the financial statements.*

**FED UP KITCHEN FRANCHISE LLC**  
**STATEMENTS OF CASH FLOWS**  
**Year Ended December 31, 2022 And For The Period June 17, 2021**  
**(Date of Formation) to December 31, 2021**

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|                                                         | <u>2022</u>       | <u>2021</u>       |
|---------------------------------------------------------|-------------------|-------------------|
| CASH FLOWS FROM (USED BY) OPERATING ACTIVITIES          |                   |                   |
| Cash received from revenues                             | \$ 195,000        | \$ -              |
| Less cash paid for general and administrative expenses  | <u>(301,951)</u>  | <u>(27,565)</u>   |
| Net cash flows used by operating activities             | (106,951)         | (27,565)          |
| CASH FLOWS USED BY INVESTING ACTIVITIES                 |                   |                   |
| Cash paid for purchases of equipment                    | (108,988)         | (94,160)          |
| Cash paid for intangible assets                         | <u>-</u>          | <u>(6,153)</u>    |
| Net cash flows used by investing activities             | (108,988)         | (100,313)         |
| CASH FLOWS FROM (USED BY) FINANCING ACTIVITIES          |                   |                   |
| Contributions from members                              | <u>105,000</u>    | <u>860,000</u>    |
| NET INCREASE (DECREASE) IN CASH<br>AND CASH EQUIVALENTS | (110,939)         | 732,122           |
| CASH AND CASH EQUIVALENTS<br>AT BEGINNING OF YEAR       | <u>732,122</u>    | <u>-</u>          |
| CASH AND CASH EQUIVALENTS<br>AT END OF YEAR             | <u>\$ 621,183</u> | <u>\$ 732,122</u> |

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*The accompanying notes are an integral part of the financial statements.*



**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Company's accounting policies conform to U.S. generally accepted accounting principles. The following policies are considered to be significant:

Organization and Business Activity

The Company was organized as a limited liability company under the laws of the State of Utah on June 17, 2021. The Company is a franchisor of healthy meal preparation and health wellness.

Cash and Cash Equivalents

Cash equivalents are generally comprised of certain highly liquid investments with original maturities of less than three months.

Use of Estimates in the Preparation of Financial Statements

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements; assets, liabilities, and earnings from franchise sales involve extensive reliance on management's estimates. Actual results could differ from those estimates.

Trade Accounts Receivable and Royalty Receivable

Trade accounts receivable and royalties receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade accounts receivable. Any potential allowance is not material to the financial statements.

Property, Equipment and Depreciation

Property and equipment is carried at cost net of accumulated depreciation. Depreciation expense is computed principally on the straight-line method in amounts sufficient to write off the cost of depreciable assets over their estimated useful lives.

|                        | <u>Years</u> |
|------------------------|--------------|
| Computer equipment     | 5            |
| Furniture and fixtures | 10           |

Normal maintenance and repair items are charged to costs and expenses as incurred. The cost and accumulated depreciation of property and equipment sold or otherwise retired are removed from the accounts and gain or loss on disposition is reflected in net income in the period of disposition.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Income Taxes

The Company was organized as a limited liability company with the State of Utah and has registered with the Internal Revenue Service as a partnership. In lieu of taxes, the members of the Company are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in the financial statements.

The Company follows the provisions of uncertain tax positions as addressed in FASB Accounting Standards Codification 740-10. The Company recognized an increase in the liability for unrecognized tax benefits. The company has no tax position at December 31, 2022 and 2021 for which the ultimate deductibility is highly uncertain but for which there is uncertainty about the timing of such deductibility. The Company recognizes interest accrued related to unrecognized tax benefits in interest expenses and penalties in operating expenses. No such interest or penalties were recognized during the periods presented.

Sales and Use Taxes

The Company is domiciled in the State of Utah and is required to collect sales tax on any in-state deliveries to nonexempt customers. During the year ended December 31, 2022 and the period of June 17, 2021 (date of formation) to December 31, 2021, the Company collected and remitted no sales tax to the State of Utah.

Inventories and Supplies

Inventories are carried at the lower of current market value or cost. Cost is determined using the specific identity method for large items and first-in, first-out (FIFO) method for small items. Market value represents the net realizable value after deducting costs of disposition and normal profit margin.

Advertising

Advertising costs are expensed as incurred. For the year ended December 31, 2022 and the period of June 17, 2021 (date of formation) to December 31, 2021, advertising expense was \$13,949 and \$0, respectively.

Concentrations of Credit Risk

The Company's financial instruments that are exposed to concentrations of credit risk consist primarily of cash deposits and royalty receivables.

The Company maintains its cash deposits at financial institutions. At times such deposits may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash.

Concentrations of credit risk with respect to royalty receivables are limited because the Company routinely assesses the financial strength of its franchisees and follows the practice of aggressively pursuing collection efforts in order to ensure payment.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

---

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition

The Company recognizes revenue in accordance with Accounting Standards Update (“ASU”) 2014-09 Revenue from Contracts with Customers (Topic 606).

The Company is entitled by contract to a royalty as a percentage of gross sales generated by franchises. The Company recognizes royalty fee revenues in the period sales are made by the franchises.

Conventional franchise arrangements generally include a license, supplies/products, and operations systems access, and provide for a payment of initial fees, as well as upfront and ongoing consulting for opening, training and operations assistance. The Company has determined multiple performance obligations and has allocated the transaction price based on estimated value of each obligation. Revenue is then recognized over time as each obligation is met.

Profits Interest Units

The Company offers profits interest units (PIU) to certain investors as an additional ownership interest in the Company. A PIU is an equity right based on the future value of the Company to certain investors. At the time of issuing the PIU’s the fair value of the units is \$0. Upon either the sale of the Company or liquidating distributions the investors may receive a share of liquidation if it exceeds an agreed upon profits interest liquidation threshold.

Recently Issued Accounting Standards

In February, 2016, the Financial Accounting Standards Board (“FASB”) issued Accounting Standards Update (“ASU”) No. 2016-02, Leases (Topic 842) (“ASC 842”) which requires lessees to recognize right-of-use (“ROU”) assets and related lease liabilities on the balance sheet for all leases greater than one year in duration. We adopted ASC 842 on January 1, 2022, using a modified retrospective transition approach applying the lease standard at the adoption date. This approach requires a cumulative effect adjustment to the opening balance of members’ equity in the period of adoption, which was not significant to the Company. The modified retrospective approach did not require any transition accounting for leases that expired before the earliest comparative period presented. The adoption of this standard resulted in the recording of ROU assets and lease liabilities for our lease agreements with original terms of greater than one year. The adoption of ASC 842 did not have a significant impact on our statements of income and members’ equity or cash flows. See Note 8 for the required disclosures relating to our lease agreement.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Leases

The Company determines if an arrangement is a lease at inception, and leases are classified at commencement as either operating or finance leases. As of December 31, 2022 and 2021, the Company had no finance leases. Right-of-use ("ROU") assets and lease liabilities are recognized at commencement based on the present value of the minimum lease payments over the lease term. Leases with a one-year term or less are not recognized on the balance sheet. Additionally, the Company has elected to combine non-lease components with lease components for the purposes of calculating ROU assets and liabilities, to the extent they are fixed. Non-lease components that are not fixed are expensed as incurred as variable lease costs. The Company uses the risk-free rate based on information available at the commencement date in determining the present value of future lease payments.

Topic 842 requires that operating leases recognize expense on a straight-line basis over the lease term. The lease term begins on the date the Company has the right to use the lease property. Lease terms may include options to extend or terminate the lease. These options are included in the ROU asset and lease liability when it is reasonably certain that the option will be exercised. The Company leases a facility requiring month-to-month payments, which are expensed as rent and are not included in the ROU asset and lease liabilities.

Reclassifications

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements. There was no effect on the change in members' equity resulting from these reclassifications.

Management Review Date

In preparing these financial statements, the Company has evaluated events and transactions for potential recognition or disclosure through March 24, 2023, the date the financial statements were available to be issued.

NOTE 2 – INVENTORIES

Inventory at December 31, 2022 and 2021 consists of supply products, such as shirts, aprons, and bags, the Company provides to franchisees that they would otherwise have a difficult time obtaining. Such products are sold mainly as a benefit to the franchisee and accordingly Company's mark-up on sales is minimal and only intended to cover costs.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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**NOTE 3 - RELATED PARTY RECEIVABLE**

As of December 31, 2022 and 2021 the related party receivable balance was \$0 and \$160,000. The related party receivable was from two of its' members related to their contributions to the membership. In 2022, \$55,000 was written off through members' equity.

**NOTE 4 - PROPERTY AND EQUIPMENT**

Equipment at December 31, 2022 and 2021 is detailed in the following summary:

|                               | <u><b>2022</b></u> | <u><b>2021</b></u> |
|-------------------------------|--------------------|--------------------|
| Cost:                         |                    |                    |
| Computer equipment            | \$ 2,078           | \$ -               |
| Furniture and fixtures        | 42,856             | 43,538             |
| Software                      | <u>158,041</u>     | <u>50,449</u>      |
|                               | 202,975            | 93,987             |
| Less accumulated depreciation | <u>(36,357)</u>    | <u>(4,249)</u>     |
| Net book value                | <u>\$ 166,618</u>  | <u>\$ 89,738</u>   |

Depreciation expense for the year ended December 31, 2022 and the period of June 17, 2021 (date of formation) to December 31, 2021 was \$32,108 and \$4,249, respectively.

**NOTE 5 - INTANGIBLES**

Intangibles at December 31, 2022 and 2021 are detailed in the following summary:

|                               | <u><b>2022</b></u> | <u><b>2021</b></u> |
|-------------------------------|--------------------|--------------------|
| Product development           | \$ 5,826           | \$ 5,826           |
| IP rights                     | <u>500</u>         | <u>500</u>         |
|                               | 6,326              | 6,326              |
| Less accumulated amortization | <u>(595)</u>       | <u>(173)</u>       |
| Net book value                | <u>\$ 5,731</u>    | <u>\$ 6,153</u>    |

Amortization expense for the year ended December 31, 2022 and the period of June 17, 2021 (date of formation) to December 31, 2021 was \$422 and \$173, respectively.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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**NOTE 6 - PROFITS INTEREST UNITS**

In June 2021, the managers of Fed Up Kitchen Franchise, LLC created an operating agreement to offer profits interest units (PIU) to certain investors as an additional ownership interest in the Company. A PIU is an equity right based on the future value of the Company.

The operating agreement authorized up to 580,000 PIU's. In June 2021, 580,000 PIU's were initially granted. At the time of issuance, the PIU's do not have a fair value as they only receive a fair value in the future growth of the Company. Upon sale or liquidating distributions of the Company the PIU owner is not entitled to participate in distributions until it exceeds an established profits interest liquidation threshold.

**NOTE 7 - CASH FLOWS FROM (USED BY) OPERATING ACTIVITIES**

The following schedule reconciles net income as reported in the accompanying statements of income with net cash flows from (used by) operating activities in the statements of cash flows:

|                                                                               | <u>2022</u>         | <u>2021</u>        |
|-------------------------------------------------------------------------------|---------------------|--------------------|
| Net loss                                                                      | \$ (191,418)        | \$ (31,987)        |
| Adjustments to reconcile net (loss) to net cash used by operating activities: |                     |                    |
| Depreciation and amortization                                                 | 32,530              | 4,422              |
| (Increase) decrease in assets:                                                |                     |                    |
| Inventories                                                                   | (23,221)            | -                  |
| Prepaid expenses                                                              | (32,083)            | -                  |
| Increase (decrease) in liabilities:                                           |                     |                    |
| Accounts payable                                                              | 40,000              | -                  |
| Accrued expenses                                                              | 2,741               | -                  |
| Unearned income                                                               | <u>64,500</u>       | <u>-</u>           |
| Net cash used by operating activities                                         | <u>\$ (106,951)</u> | <u>\$ (27,565)</u> |

**NON-CASH INVESTING AND FINANCING ACTIVITIES**

During the year ending December 31, 2022 and the period of June 17, 2021 (date of formation) to December 31, 2021, \$0 and \$160,000, respectively, of the Company's contributions into equity was through a note receivable.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2022 and 2021**

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**NOTE 8 – RELATED PARTY OPERATING LEASES**

The Company currently leases a building from a related party under an operating lease. The lease is a month-to-month lease with monthly payments of \$2,000.

For the year ended December 31, 2022 and for the period June 17, 2021 (date of formation) to December 31, 2021, the lease expense was \$24,000 and \$0, respectively.

**NOTE 9 – COMMITMENT**

The Company has a commitment for an analytical software through July 31, 2025. The remaining costs to be incurred is \$100,000.

**FED UP KITCHEN FRANCHISE LLC**  
**GENERAL AND ADMINISTRATIVE EXPENSES**  
**Year Ended December 31, 2022 And For The Period June 17, 2021**  
**(Date of Formation) to December 31, 2021**

---

|                                              | <u>2022</u>       | <u>2021</u>      |
|----------------------------------------------|-------------------|------------------|
| Advertising                                  | \$ 13,949         | \$ -             |
| Bank charges                                 | 675               | 165              |
| Computer                                     | 24,723            | 695              |
| Contract labor                               | 31,339            | 1,650            |
| Dues and subscriptions                       | 3,572             | -                |
| Meals and entertainment                      | 310               | -                |
| Office expenses                              | 1,568             | -                |
| Postage                                      | 89                | 440              |
| Printing                                     | 918               | -                |
| Professional fees                            | 32,889            | 24,615           |
| Rent                                         | 24,000            | -                |
| Repairs and maintenance                      | 2,862             | -                |
| Salaries and wages                           | 148,409           | -                |
| Travel                                       | <u>4,085</u>      | <u>-</u>         |
| TOTAL GENERAL AND<br>ADMINISTRATIVE EXPENSES | <u>\$ 289,388</u> | <u>\$ 27,565</u> |

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*See independent auditors' report.*



**FED UP KITCHEN FRANCHISE LLC**  
**AUDITED FINANCIAL STATEMENTS**

**December 31, 2021**



**ADAMS & PETERSEN, CPAs LLC**  
CERTIFIED PUBLIC ACCOUNTANTS

## CONTENTS

|                                                                 |    |
|-----------------------------------------------------------------|----|
| INDEPENDENT AUDITORS' REPORT .....                              | 2  |
| BALANCE SHEET .....                                             | 4  |
| STATEMENT OF INCOME AND MEMBERS' EQUITY .....                   | 5  |
| STATEMENT OF CASH FLOWS .....                                   | 6  |
| NOTES TO FINANCIAL STATEMENTS .....                             | 7  |
| GENERAL AND ADMINISTRATIVE EXPENSES ( <i>Schedule 1</i> ) ..... | 12 |



## **INDEPENDENT AUDITORS' REPORT**

**To the Members**  
**Fed Up Kitchen Franchise LLC**  
**Centerville, Utah 84014**

We have audited the accompanying financial statements of Fed Up Kitchen Franchise LLC (a Utah limited liability company) which comprise the balance sheet as of December 31, 2021, and the related statements of income and members' equity, and cash flows for the period from June 17, 2021 (date of formation) to December 31, 2021, and the related notes to the financial statements.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Fed Up Kitchen Franchise LLC from June 17, 2021 (date of formation) to December 31, 2021, and the results of its operations and its cash flows for the period of June 17, 2021 to December 31, 2021 in accordance with accounting principles generally accepted in the United States of America.

### **Basis for Opinion**

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Fed Up Kitchen Franchise LLC and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Fed Up Kitchen Franchise LLC's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatements, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance

and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Fed Up Kitchen Franchise LLC's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Fed Up Kitchen Franchise LLC's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

### **Report on Supplementary Information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The information contained in Schedule 1 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management as was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



June 6, 2022  
Clearfield, Utah

**FED UP KITCHEN FRANCHISE LLC**  
**BALANCE SHEET**  
**December 31, 2021**

---

**ASSETS**

**CURRENT ASSETS**

|                           |                |
|---------------------------|----------------|
| Cash and cash equivalents | \$ 732,122     |
| Related party receivable  | <u>160,000</u> |

TOTAL CURRENT ASSETS 892,122

PROPERTY AND EQUIPMENT 89,738

**OTHER ASSETS**

|                   |              |
|-------------------|--------------|
| Intangible assets | <u>6,153</u> |
|-------------------|--------------|

TOTAL ASSETS \$ 988,013

**MEMBERS' EQUITY**

MEMBERS' EQUITY \$ 988,013

MEMBERS' EQUITY \$ 988,013

---

*The accompanying notes are an integral part of the financial statements.*

**FED UP KITCHEN FRANCHISE LLC**  
**STATEMENT OF INCOME AND MEMBERS' EQUITY**  
**For The Period June 17, 2021 (Date of Formation) To December 31, 2021**

---

EXPENSES

|                                                |               |
|------------------------------------------------|---------------|
| General and administrative <i>(Schedule I)</i> | \$ 27,565     |
| Depreciation and amortization                  | <u>4,422</u>  |
|                                                | <u>31,987</u> |
| NET LOSS                                       | \$ (31,987)   |

MEMBERS' EQUITY

|                             |                   |
|-----------------------------|-------------------|
| Balance - beginning of year | \$ -              |
| Contributions by members    | <u>1,020,000</u>  |
| Balance - end of year       | <u>\$ 988,013</u> |

---

*The accompanying notes are an integral part of the financial statements.*

**FED UP KITCHEN FRANCHISE LLC**  
**STATEMENT OF CASH FLOWS**  
**For The Period June 17, 2021 (Date of Formation) To December 31, 2021**

---

CASH FLOWS USED BY OPERATING ACTIVITIES

Cash paid for operations:

General and administrative expenses (31,987)

Net cash flows used by operating activities (31,987)

CASH FLOWS USED BY INVESTING ACTIVITIES

Cash paid for purchases of equipment (89,738)

Cash paid for intangible assets (6,153)

Net cash flows used by investing activities (95,891)

CASH FLOWS FROM FINANCING ACTIVITIES

Contributions from members 860,000

Net cash flows from financing activities 860,000

NET INCREASE IN CASH  
AND CASH EQUIVALENTS 732,122

CASH AND CASH EQUIVALENTS  
AT BEGINNING OF YEAR -

CASH AND CASH EQUIVALENTS  
AT END OF YEAR \$ 732,122

---

*The accompanying notes are an integral part of the financial statements.*

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**For The Period June 17, 2021 (Date of Formation) To December 31, 2021**

---

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The Company's accounting policies conform to U.S. generally accepted accounting principles. The following policies are considered to be significant:

*Organization and Business Activity*

The Company was organized as a limited liability company under the laws of the State of Utah on June 17, 2021. The Company is a franchisor of healthy meal preparation and health wellness.

*Cash and Cash Equivalents*

Cash equivalents are generally comprised of certain highly liquid investments with original maturities of less than three months.

*Use of Estimates in the Preparation of Financial Statements*

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements; assets, liabilities, and earnings from franchise sales involve extensive reliance on management's estimates. Actual results could differ from those estimates.

*Trade Accounts Receivable and Royalty Receivable*

Trade accounts receivable and royalties receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to trade accounts receivable. Any potential allowance is not material to the financial statements.

*Equipment and Depreciation*

Equipment is carried at cost net of accumulated depreciation. Depreciation expense is computed principally on the straight-line method in amounts sufficient to write off the cost of depreciable assets over their estimated useful lives.

Normal maintenance and repair items are charged to costs and expenses as incurred. The cost and accumulated depreciation of property and equipment sold or otherwise retired are removed from the accounts and gain or loss on disposition is reflected in net income in the period of disposition.



**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**For The Period of June 17, 2021 (Date of Formation) To December 31, 2021**

---

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

*Income Taxes*

The Company was organized as a limited liability company with the State of Utah and has registered with the Internal Revenue Service as a partnership. In lieu of taxes, the members of the Company are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for federal income taxes has been included in the financial statements.

The Company follows the provisions of uncertain tax positions as addressed in FASB Accounting Standards Codification 740-10. The Company recognized an increase in the liability for unrecognized tax benefits. The company has no tax position at December 31, 2021 for which the ultimate deductibility is highly uncertain but for which there is uncertainty about the timing of such deductibility. The Company recognizes interest accrued related to unrecognized tax benefits in interest expenses and penalties in operating expenses. No such interest or penalties were recognized during the periods presented.

*Sales and Use Taxes*

The Company is domiciled in the State of Utah and is required to collect sales tax on any in-state deliveries to nonexempt customers. For the period of June 17, 2021 (date of formation) to December 31, 2021, the Company collected and remitted no sales tax to the State of Utah.

*Advertising*

Advertising costs are expensed as incurred. For the period of June 17, 2021 (date of formation) to December 31, 2021, advertising expense was \$0.

*Concentrations of Credit Risk*

The Company's financial instruments that are exposed to concentrations of credit risk consist primarily of cash deposits and royalty receivables.

The Company maintains its cash deposits at financial institutions. At times such deposits may exceed federally insured limits. The Company has not experienced any losses in such accounts. The Company believes it is not exposed to any significant credit risk on cash.

Concentrations of credit risk with respect to royalty receivables are limited because the Company routinely assesses the financial strength of its franchisees and follows the practice of aggressively pursuing collection efforts in order to ensure payment.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**For The Period of June 17, 2021 (Date of Formation) To December 31, 2021**

---

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Revenue Recognition

The financial statements are prepared on the accrual method of accounting.

The Company is entitled by contract to a royalty as a percentage of gross sales generated by franchise retail stores. The Company recognizes royalty fee revenues in the period sales are made by the franchise retail stores.

Conventional franchise arrangements generally include a license, supplies/products, and operations systems access, and provide for a payment of initial fees, as well as upfront and ongoing consulting for opening, training and operations assistance. The Company has determined multiple performance obligations and has allocated the transaction price based on estimated value of each obligation. Revenue is then recognized over time as each obligation is met.

Profits Interest Units

The Company offers profits interest units (PIU) to certain investors as an additional ownership interest in the Company. A PIU is an equity right based on the future value of the Company to certain investors. At the time of issuing the PIU's the fair value of the units is \$0. Upon either the sale of the Company or liquidating distributions the investors may receive a share of liquidation if it exceeds an agreed upon profits interest liquidation threshold.

Management Review Date

In preparing these financial statements, the Company has evaluated events and transactions for potential recognition or disclosure through June 6, 2022, the date the financial statements were available to be issued.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**For The Period of June 17, 2021 (Date of Formation) To December 31, 2021**

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**NOTE 2 - RELATED PARTY RECEIVABLE**

The Company had a related party receivable at December 31, 2021 from two of its' members related to their contributions into equity. The receivables totaled \$160,000 and are expected to be collected within one year.

**NOTE 3 - PROPERTY AND EQUIPMENT**

Equipment at December 31, 2021 and 2020 is detailed in the following summary:

Cost:

|                                  |                      |
|----------------------------------|----------------------|
| Furniture and fixtures           | \$ 43,538            |
| Software                         | <u>50,449</u>        |
|                                  | 93,987               |
| <br>Less accumulated amortizaion | <br><u>(4,249)</u>   |
| <br>Net book value               | <br><u>\$ 89,738</u> |

Depreciation expense from the period of June 17, 2021 (date of formation) to December 31, 2021 was \$4,249.

**NOTE 4 - INTANGIBLES**

Intangibles from the period of June 17, 2021 (date of formation) to December 31, 2021 are detailed in the following summary:

|                                   |                     |
|-----------------------------------|---------------------|
| Product development               | \$ 5,826            |
| IP rights                         | <u>500</u>          |
|                                   | 6,326               |
| <br>Less accumulated amortization | <br><u>(173)</u>    |
| <br>Net book value                | <br><u>\$ 6,153</u> |

Amortization expense from the period of June 17, 2021 (date of formation) to December 31, 2021 was \$173.

**FED UP KITCHEN FRANCHISE LLC**  
**NOTES TO FINANCIAL STATEMENTS**  
**For The Period of June 17, 2021 (Date of Formation) To December 31, 2021**

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**NOTE 5 - PROFITS INTEREST UNITS**

In June 2021, the managers of Fed Up Kitchen Franchise, LLC created an operating agreement to offer profits interest units (PIU) to certain investors as an additional ownership interest in the Company. A PIU is an equity right based on the future value of the Company.

The operating agreement authorized up to 580,000 PIU's. In June 2021, 580,000 PIU's were initially granted. At the time of issuance, the PIU's do not have a fair value as they only receive a fair value in the future growth of the Company. Upon sale or liquidating distributions of the Company the PIU owner is not entitled to participate in distributions until it exceeds an established profits interest liquidation threshold.

**NOTE 6 - CASH FLOWS FROM (USED BY) OPERATING ACTIVITIES**

The following schedule reconciles net income as reported in the accompanying statements of income with net cash flows from (used by) operating activities in the statements of cash flows:

|                                       |                    |
|---------------------------------------|--------------------|
| Net loss                              | \$ <u>(31,987)</u> |
| Net cash used by operating activities | \$ <u>(31,987)</u> |

**NON-CASH INVESTING AND FINANCING ACTIVITIES**

From the period of June 17, 2021 (date of formation) to December 31, 2021, \$160,000 of the Company's contributions into equity was through a note receivable.

**FED UP KITCHEN FRANCHISE LLC**  
**GENERAL AND ADMINISTRATIVE EXPENSES**  
**From the Period of June 17, 2021 (Date of Formation) To December 31, 2021**

---

|                   |               |
|-------------------|---------------|
| Bank charges      | \$ 165        |
| Computer          | 695           |
| Contract labor    | 1,650         |
| Postage           | 440           |
| Professional fees | <u>24,615</u> |

|                                              |                  |
|----------------------------------------------|------------------|
| TOTAL GENERAL AND<br>ADMINISTRATIVE EXPENSES | \$ <u>27,565</u> |
|----------------------------------------------|------------------|

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*See independent auditors' report.*

**Corp – fed up Kitchen**  
**Balance Sheet Standard**  
As of March 31, 2023

|                                 | Mar 31, '23      |
|---------------------------------|------------------|
| <b>ASSETS</b>                   |                  |
| Current Assets                  |                  |
| Checking/Savings                |                  |
| Cash                            | 608,809          |
| Venmo                           | 443              |
| Total Checking/Savings          | 609,253          |
| Other Current Assets            |                  |
| Accounts Receivable             | 83,099           |
| Total Other Current Assets      | 83,099           |
| Total Current Assets            | 692,352          |
| Fixed Assets                    |                  |
| Design                          | 10,000           |
| Analytics Software              | 155,000          |
| Computers                       | 2,328            |
| Inventory                       | 23,221           |
| Custom Software                 | 180,541          |
| Furniture and Equipment         | 42,856           |
| Intellectual Property           | 500              |
| Product Development             | 5,826            |
| Total Fixed Assets              | 420,272          |
| <b>TOTAL ASSETS</b>             | <b>1,112,624</b> |
| <b>LIABILITIES &amp; EQUITY</b> |                  |
| Liabilities                     |                  |
| Current Liabilities             |                  |
| Accounts Payable                |                  |
| Accounts Payable                | 110,864          |
| Total Accounts Payable          | 110,864          |
| Total Current Liabilities       | 110,864          |
| Long Term Liabilities           |                  |
| A/P – Buxton                    | 100,000          |
| Total Long Term Liabilities     | 100,000          |
| Total Liabilities               | 210,864          |
| Equity                          |                  |
| Opening Balance Equity          |                  |
| Cameron Hancock                 | 80,000           |
| Compound Capital                | 160,000          |
| Craig Spencer                   | 80,000           |
| Darren Stuart                   | 80,000           |
| David & Leona Riley Family T... | 80,000           |
| David Allred                    | 40,000           |
| Doug Wren                       | 80,000           |

**Corp – fed up Kitchen**  
**Balance Sheet Standard**

As of March 31, 2023

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|                              | Mar 31, '23 |
|------------------------------|-------------|
| Jeff Jorgensen               | 80,000      |
| Kerry Westenskow             | 80,000      |
| Linzie Clawson               | 100,000     |
| Philip Webb                  | 24,000      |
| R. Dru Laws                  | 16,000      |
| RDNV & K                     | 80,000      |
| Trakker Promotions           | 40,000      |
| Total Opening Balance Equity | 1,020,000   |
| Retained Earnings            | -96,302     |
| Net Income                   | -21,937     |
| Total Equity                 | 901,761     |
| TOTAL LIABILITIES & EQUITY   | 1,112,624   |

# Corp – Fed Up Kitchen Franchise Profit and Loss Standard

January through March 2023

|                               | <u>Jan – Mar '23</u>  |
|-------------------------------|-----------------------|
| <b>Income</b>                 |                       |
| Royalty Revenue               | 7,644                 |
| Supplies (Bags & Uniforms)    | 2,544                 |
| Franchise Fee                 | 30,000                |
|                               | <hr/>                 |
| Total Income                  | 40,188                |
| <b>Expense</b>                |                       |
| Convention                    | 6,858                 |
| ADP Fees                      | 327                   |
| Bank Service Charges          | 135                   |
| Computer and Internet Expe... | 880                   |
| Office Supplies               | 211                   |
| Payroll Expenses              |                       |
| Payroll Tax                   | 932                   |
| Wages – 1099                  | 30,000                |
| Payroll Expenses – Other      | 15,280                |
|                               | <hr/>                 |
| Total Payroll Expenses        | 46,212                |
| Printing and Reproduction     | 1,501                 |
| Rent Expense                  | 6,000                 |
|                               | <hr/>                 |
| Total Expense                 | 62,125                |
|                               | <hr/>                 |
| Net Income                    | <u><u>-21,937</u></u> |



**EXHIBIT "C"**  
**TO THE FDD**

**SCHEDULE OF FRANCHISEES:**  
(as of December 31, 2022)

CURRENT FRANCHISES:

| State | Location     | Address                                          | Phone        |
|-------|--------------|--------------------------------------------------|--------------|
| UT    | Daybreak, UT | 11274 Kestrel Rise Rd, South<br>Jordan, UT 84009 | 801-598-4937 |

**EXHIBIT "D"**  
**TO THE FDD**

**LIST OF AGENTS FOR SERVICE OF PROCESS**

| <b>STATE</b> | <b>CONTACT</b>                                      | <b>DEPARTMENT</b>                                                                                           | <b>ADDRESS</b>                                                                | <b>PHONE NUMBER</b>                                                         |
|--------------|-----------------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------|-----------------------------------------------------------------------------|
| California   | Commissioner of Financial Protection and Innovation | Department of Financial Protection and Innovation                                                           | 2101 Arena Blvd.,<br>Sacramento, CA 95834                                     | (916) 445-7205<br>(866) 275-2677<br>www.dfpi.ca.gov<br>ask.DFPI@dfpi.ca.gov |
| Georgia      | Secretary of State of Georgia                       | Corporations Division                                                                                       | 2 Martin Luther King Jr. Dr., SE,<br>Suite 315, West Tower, Atlanta, GA 30334 |                                                                             |
| Hawaii       | Commissioner of Securities                          | Department of Commerce and Consumer Affairs<br>Business Registration Division, Securities Compliance Branch | 335 Merchant Street, Room 203, Honolulu, HI 96813                             | (808) 586-2722                                                              |
| Illinois     | Chief, Franchise Division                           | Office of Attorney General                                                                                  | 500 South Second Street, Springfield, IL 62706                                | (217) 782-4465                                                              |
| Indiana      | Indiana Secretary of State                          |                                                                                                             | 210 State House, Indianapolis, IN 46204                                       |                                                                             |
| Maryland     | Maryland Securities Commissioner                    | Division of Securities; Office of Attorney General                                                          | 200 St. Paul Place, 20 <sup>th</sup> Floor, Baltimore, MD 21202-2020          | (410) 576-6360                                                              |
| Michigan     | Antitrust and Franchise Business                    | Michigan Department of the Attorney General's Office; Franchise Administrator; Consumer Protection Division | 6546 Mercantile Way, Lansing, MI 48910                                        | (517) 373-7117                                                              |
| Minnesota    | Commissioner of Commerce                            | Minnesota Department of Commerce                                                                            | 85 7 <sup>th</sup> Place East, Suite 280, St. Paul, MN 55101                  | (651) 539-1500                                                              |
| New York     | New York                                            |                                                                                                             | 99 Washington                                                                 | (518) 473-2492                                                              |

|              |                                                  |                                                                                             |                                                                                        |                |
|--------------|--------------------------------------------------|---------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------|----------------|
|              | Department of State                              |                                                                                             | Avenue, 6 <sup>th</sup> Floor, Albany, NY 12231                                        |                |
| North Dakota | North Dakota Securities Department               |                                                                                             | 600 East Boulevard Ave., State Capital Fifth Floor, Dept. 414, Bismarck, ND 58505-0510 | (701) 328-4712 |
| Oregon       | Director of Insurance & Finance                  | Business Service Division of Finance and Corporate Securities Labor and Industries Building | Salem, OR 97310                                                                        | (503) 378-4387 |
| Rhode Island | Chief Securities Examiner of Business Regulation | Department of Business Regulation Securities Division                                       | 1511 Pontiac Avenue, John O. Pastore Complex – Building 69-1, Cranston, RI 02920       | (401) 462-9527 |
| South Dakota | Division of Insurance                            | Securities Regulation                                                                       | 124 South Euclid Avenue, 2 <sup>nd</sup> Floor, Pierre, SD 57501-3185                  | (605) 773-3563 |
| Virginia     | Clerk of the State Corporation Commission        |                                                                                             | 1300 East Main Street, 1 <sup>st</sup> Floor, Richmond, VA 23219                       |                |
| Washington   | Director of Financial Institutions               |                                                                                             | 150 Israel Road SW, Tumwater, WA 98501                                                 | (360) 902-8760 |
| Wisconsin    | Wisconsin Commissioner of Securities             | Franchise Investment Division                                                               | 101 East Wilson Street, Fourth Floor, Madison, WI 53702                                |                |

If a state is not listed, Fed Up Kitchen Franchise, LLC has not appointed an agent for service of process in that state in connection with the requirements of franchise laws. There may be states in addition to those listed below in which Fed Up Kitchen Franchise, LLC has appointed an agent for service of process.

**EXHIBIT “E”  
TO THE FDD**

**LIST OF STATE AGENCIES RESPONSIBLE FOR  
FRANCHISE DISCLOSURE/REGISTRATION LAWS**

| STATE       | CONTACT                                                    | DEPARTMENT                                        | ADDRESS                                                                                                                                                                                                                                                                                                         | PHONE NUMBER                                                                                                                                                                                                           |
|-------------|------------------------------------------------------------|---------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| California  | www.dfpi.ca.gov<br>ask.DFPI@dfpi.ca.gov                    | Department of Financial Protection and Innovation | <u>Sacramento:</u><br>2101 Arena Blvd.,<br>Sacramento, CA 95834<br><u>San Diego:</u><br>1455 Frazee Road, San Diego, CA 92108<br><u>San Francisco:</u><br>One Sansome Street, Ste. 600, San Francisco, CA 94101<br><u>Los Angeles:</u><br>320 West 4 <sup>th</sup> Street, Ste. 750, Los Angeles, CA 90013-2344 | <u>Sacramento:</u><br>(916) 445-7205<br><br><u>San Diego:</u><br>(619) 525-4233<br><br><u>San Francisco:</u><br>(415) 972-8559<br><br><u>Los Angeles:</u><br>(213) 576-7500<br><br><u>Toll Free:</u><br>(866) 275-2677 |
| Connecticut | Securities and Business Investment Division                | Connecticut Department of Banking                 | 260 Constitution Plaza, Hartford, CT 06103-1800                                                                                                                                                                                                                                                                 | (860) 240-8233                                                                                                                                                                                                         |
| Florida     | Division of Consumer Services                              | Department of Agriculture and Consumer Services   | P.O. Box 6700, Tallahassee, FL 32314-6700                                                                                                                                                                                                                                                                       | (805) 488-2221<br>Fax: (805) 410-3804                                                                                                                                                                                  |
| Georgia     | Secretary of State of Georgia                              | Corporations Division                             | 2 Martin Luther King Jr. Dr., SE, Ste. 315, West Tower, Atlanta, GA 30334                                                                                                                                                                                                                                       |                                                                                                                                                                                                                        |
| Hawaii      | Business Registration Division, Commissioner of Securities | Department of Commerce and Consumer Affairs       | P.O. Box 40, Honolulu, HI 96810                                                                                                                                                                                                                                                                                 | (808) 586-2744                                                                                                                                                                                                         |
| Illinois    | Franchise Bureau                                           | Office of Attorney General                        | 500 South Second Street, Springfield, IL 62706                                                                                                                                                                                                                                                                  | (217) 782-4436                                                                                                                                                                                                         |

|              |                                                      |                                                       |                                                                                                  |                                       |
|--------------|------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------------------------------------------|---------------------------------------|
| Indiana      | Franchise Section                                    | Indiana Securities Division, Secretary of State       | 302 West Washington Street, Room E-111, Indianapolis, IN 46204                                   | (317) 232-6681                        |
| Iowa         | Iowa Securities Bureau                               |                                                       | 340 Maple, Des Moines, Iowa 50319-0066                                                           | (515) 287-4441                        |
| Maryland     | Office of the Attorney General                       | Division of Securities                                | 200 St. Paul Place, 20 <sup>th</sup> Floor, Baltimore Maryland 21202-2020                        | (410) 576-6360                        |
| Michigan     | Michigan Attorney General's Office                   | Consumer Protection Division; Attn: Franchise Section | 525 West Ottawa Street, Williams Building, 6 <sup>th</sup> Floor, Lansing, MI 48933              | (517) 373-7117                        |
| Minnesota    | Minnesota Department of Commerce                     | Securities – Franchise Registration                   | 85 7 <sup>th</sup> Place East, Suite 280, St. Paul, Minnesota 55101-2198                         | (651) 539-1600                        |
| Nebraska     | Bureau of Securities/Financial Institutions Division | Department of Banking and Finance                     | 1526 K Street, Suite 300, Lincoln, NE 68508-2732                                                 | (402) 471-3445                        |
| New York     | NYS Department of Law                                | Investor Protection Bureau                            | 28 Liberty St. 21 <sup>st</sup> Floor, New York, NY 10005                                        | (212) 416-8222<br>Fax: (212) 416-6042 |
| North Dakota | Franchise Examiner                                   | North Dakota Securities Department                    | 600 East Boulevard Avenue, State Capital 5 <sup>th</sup> Floor, Dpt 414, Bismarck, ND 58505-0510 | (701) 328-4712                        |
| Oregon       | Division of Finance and Corporate Securities         | Department of Consumer and Business Services          | Labor and Industries Building                                                                    | (503) 378-4140<br>Fax: (503) 947-7862 |
| Rhode Island | Securities Division                                  | Department of Business Regulation                     | 1511 Pontiac Avenue, John O. Pastore Complex 69-1, Cranston, RI 02920-4407                       | (401) 462-9527                        |

|                          |                                 |                                               |                                                                        |                                       |
|--------------------------|---------------------------------|-----------------------------------------------|------------------------------------------------------------------------|---------------------------------------|
| South Dakota             | Division of Insurance           | Securities Regulation                         | 124 S. Euclid 2 <sup>nd</sup> Floor, Pierre, SD 57501-3185             | (605) 773-3563<br>Fax: (605) 773-5953 |
| Texas                    | Secretary of State              | Registration Division                         | P.O. Box 13193, Austin, TX 78711-3193<br>1719 Brazos, Austin, TX 78707 | (512) 475-1769                        |
| Utah                     | Division of Consumer Protection | Utah Department of Commerce                   | 160 East 300 South, SM Box 146704, Salt Lake City, UT 84114-6704       | (801) 530-6601<br>Fax: (801) 530-6001 |
| Virginia                 | State Corporation Commission    | Division of Securities and Retail Franchising | 1300 East Main Street, 9 <sup>th</sup> Floor, Richmond, VA 23219       | (804) 371-9051                        |
| Washington               | Securities Division             | Department of Financial Institutions          | P.O. Box 9033, Olympia, WA 98507-9033                                  | (360) 902-8760                        |
| Wisconsin                | Division of Securities          | Department of Financial Institutions          | P.O. Box 1768, Madison, WI 53701                                       | (608) 266-2801                        |
| Federal Trade Commission | Division of Marketing Practices | Bureau of Consumer Protection                 | Pennsylvania Avenue at 6 <sup>th</sup> Street, NW, Washington DC 20580 | (202) 326-3128                        |

**“EXHIBIT “F”  
TO THE FDD**

**TABLE OF CONTENTS FOR THE OPERATIONS MANUAL**



## TABLE OF CONTENTS

|                             |         |
|-----------------------------|---------|
| IDEAL TIMELINE              | Page 3  |
| BUSINESS ADMINISTRATION     | Page 7  |
| KITCHEN CONSTRUCTION        | Page 11 |
| VENDORS & PURCHASING        | Page 15 |
| SUPPLIES                    | Page 18 |
| KITCHEN ORGANIZATION        | Page 22 |
| HIRING/PERSONNEL            | Page 25 |
| EMPLOYEE TRAINING CHECKLIST | Page 29 |
| SAMPLE DAY                  | Page 33 |
| PROCEDURES                  | Page 38 |
| REFUND & EXCHANGE POLICY    | Page 41 |
| PRESENTATION                | Page 44 |
| KITCHEN SET UP              | Page 47 |
| CONTACTS                    | Page 51 |



**EXHIBIT "G"**  
**TO THE FDD**

**AREA DEVELOPMENT AGREEMENT**

## AREA DEVELOPMENT AGREEMENT

**THIS AREA DEVELOPMENT AGREEMENT** ("Agreement") is made and entered into effective as of \_\_\_\_\_ by and between **FED UP KITCHEN FRANCHISE, LLC**, a Utah limited liability company ("We," "Us," or "Franchisor"), and \_\_\_\_\_ ("You" or "Area Developer").

### RECITALS:

WHEREAS, You desire to acquire the right to develop and operate multiple Fed Up Kitchen™ Franchise Units in the Development Area described below and pursuant to the terms and conditions of this Agreement; and

WHEREAS, You have entered into a separate Franchise Agreement with Us for the right to operate Your first Fed Up Kitchen™ franchise signed contemporaneously with this Agreement.

NOW THEREFORE, in consideration of the mutual and reciprocal covenants, promises, recitals, terms and conditions herein contained, and for other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged by each party, the parties hereby agree as follows:

### **Article 1 - Definitions**

1.1 The following terms have the following described meanings. Additionally, unless otherwise clearly required by the context, when used in this Agreement, all capitalized terms used but not defined herein have the respective meaning assigned to them pursuant to the Franchise Agreement signed contemporarily with this Agreement.

"Develop" whether capitalized or not means to open and operate Fed Up Kitchen™ Units.

"Development Area" means the geographical area set forth in Exhibit "A."

"Development Business" means the business of developing Fed Up Kitchen™ Franchise Businesses in the Development Area and in compliance with the Development Schedule.

"Development Schedule" means the schedule setting forth the number of Franchise Units to be developed within a set period of time within the Development Area.

"Franchise," "Franchise Business," "Franchise Unit," or "Unit" means a business which has signed a Franchise Agreement to operate a Fed Up Kitchen™ business in the Development Area.

"Franchise Agreement" means Our agreement which licenses the right to use Our Marks and System for the operation of a Fed Up Kitchen™ Franchise Unit at a single designated location.

"Owners" means You and each of Your owners, partners, members, managers, officers, directors or shareholders.

“Termination” Includes expiration, non-renewal, repurchase of Your rights, transfer, or any other means by which this Agreement is no longer in effect, or wherein You are no longer an area developer for the Fed Up Kitchen™ brand.

## **Article 2 – Area Rights**

2.1 Rights. Subject to the terms and conditions of this Agreement and the continuing faithful performance by You of Your obligations hereunder, during the term of this Agreement, You have the right and obligation to develop Fed Up Kitchen™ Franchise Businesses in the Development Area in accordance with the Development Schedule set forth on Exhibit “B.” Other than as set forth herein, We will not establish or sell Fed Up Kitchen™ Franchise Businesses within the Development Area while this Agreement is in effect.

2.2 Character of Rights. The rights and privileges granted to You under this Agreement are personal in nature. You represent and We rely upon Your representations in entering into this Agreement that the individuals in Exhibit “C” are the owners of and sole holders of a legal and beneficial interest in Your Development Business. The rights set forth herein are territorial only and do not grant or imply any license for You to use the Marks or System in any manner. Any such rights are granted only through Our Franchise Agreement. This Agreement does not create or grant rights or obligations outside the Development Area.

2.3 Franchisor’s Reservation of Rights. All rights not specifically granted to You in this Agreement are reserved to Us. Nothing contained herein prevents Us from granting the right to establish or operate, or Us establishing, owning, and operating Franchise Businesses or similar operations outside of the Development Area.

2.4 Corporate Accounts. We have the right to solicit corporate accounts in Your Development Area. A corporate account is a large business (defined as 50 or more employees). It also includes professional sports teams as well as collegiate organizations. If We or an affiliate obtain a corporate account in Your Development Area, We or an affiliate will have the right to manage that account or assign or subcontract that account to You or another franchisee. For corporate accounts in Your Development Area, if You are in good standing, We will provide You with a right of first refusal to service that account before offering the account to another franchisee or corporate store.

## **Article 3 - Development & Term**

3.1 Minimum Development Schedule. You shall open the number of Units by the deadlines set forth in the Development Schedule. A Franchise Unit will be counted for the purposes of meeting Your development obligation only if it is an open and operating Franchise Business located within the Development Area by the applicable deadline and remains operating during the term hereof.

3.2 Franchise Locations. The location of each Franchise Unit will be selected by You but must be approved in writing by Us, as further set forth in the applicable Franchise Agreement(s).

3.3 Time of the Essence. Time is of the essence with respect to compliance with the Development Schedule and any and all other obligations of Yours under this Agreement.

3.4 Term. The term of this Agreement is the development period set forth on the Development Schedule. This Agreement will Terminate prior if terminated according to Article

9 below, or once You have Developed all the Franchise Units listed on the Development Schedule if developed prior to the last deadline set forth on the Development Schedule. There is no right to renew this Agreement.

#### **Article 4 - Fees**

4.1 Area Development Fee. You shall pay a one-time, non-refundable area development fee ("Development Fee") listed on Exhibit "B." The Development Fee is equal to the initial franchise fees for each Unit to be developed (\$30,000 for Your first Unit, plus \$15,000 for each additional Unit to be developed).

4.2 Non-Refundable. No Fee or deposit is refundable, regardless of whether You meet Your Development Schedule.

#### **Article 5 - Franchise Agreement(s)**

5.1 Franchise Agreement. Each Franchise Unit opened by You pursuant to this Agreement will be governed by Our then-current Franchise Agreement executed by You and Us. A Franchise Agreement for each Franchise Unit must be executed and delivered to Us prior to commencing construction or improvements, acquisition or lease of any related real property, or any other development activity or operations for the applicable Franchise Unit.

5.2 Modification of the Franchise Agreement. We reserve the right, from time-to-time, to amend, change or modify Our form Franchise Agreement, which modifications will apply to those Franchise Agreements signed after such modifications are made.

5.3 First Franchise Unit. You acknowledge that the Franchise Agreement governing Your first Franchise Unit to be opened under the Development Schedule is being executed concurrently with this Agreement.

#### **Article 6 - Operating Standards and Covenants**

6.1 Compliance. You shall, at Your expense, comply with all applicable laws, ordinances, rules and regulations pertaining to the development of Your Franchise Businesses as contemplated herein.

6.2 Cost of Doing Business. You shall be responsible for all Your costs of doing business and other costs and expenses in connection with Your obligations herein.

6.3 Franchise Obligations. You shall promptly pay all of Your obligations and liabilities to Us and Your suppliers, lessors, trade accounts and government agencies. We have no liability for Your obligations, and You shall indemnify and hold Us harmless from any such obligations.

6.4 Periodic Reports. You shall provide to Us, no later than the 15<sup>th</sup> day of each quarter, a written progress report of Your preceding quarter's activities and progress in developing and establishing Franchise Units in the Development Area.

6.5 Indemnification. You shall protect, indemnify and hold Us harmless from and against any and all claims, proceedings, expenses, costs, damages and liabilities, Including, legal fees incurred by Us or Our officers, directors, members, managers and agents because of any act, neglect or omission of Yours or Your employees, customers, agents or guests, in the operation

of Your Development Business, including, malfeasance, misstatements, nonfeasance, failure to perform, and breach of Your duties and obligations under this Agreement.

## **Article 7 - Confidentiality**

7.1 Confidentiality. Unless otherwise signed as part of Your Franchise Agreement, each of Your principals are required to sign Our standard principal brand protection agreement attached as Exhibit "D."

7.2 Confidentiality of this Agreement. You agree that all terms of this Agreement will remain confidential, and You shall not make any public announcement, issue any press release or publicity, make any confirmation of statements made by third parties concerning the terms of this Agreement, or make any other disclosures without Our prior written consent. It is agreed and understood that You may disclose the terms of this Agreement only to Your professional lenders and advisors.

## **Article 8 - Marks**

8.1 Ownership of Marks. You acknowledge that You have no interest whatsoever in the Marks or derivatives thereof and that Your right to use the Marks is derived solely from Your Franchise Agreement(s).

8.2 Use of Marks. You cannot use any of the Marks as part of any corporate or trade name or with any prefix, suffix, or other modifying words, terms, designs or symbols, or in any modified form without Our consent. You shall obtain such fictitious or assumed name registrations as may be required by Us or applicable law.

## **Article 9 - Our Right of Termination**

9.1 Termination. In addition to the other rights of termination We may have at law or equity or as contained in this Agreement, We will have the following rights of termination:

9.1.1 No Cure Period. Upon a violation or default under paragraphs (1) through (6) below, this Agreement will automatically Terminate upon written notice to You.

1) You or any of Your Owners makes or attempts to make an unauthorized assignment of this Agreement, Your Franchise Agreements, Franchise Units, or any ownership change in You without Our prior written consent, which consent will not be unreasonably withheld or delayed;

2) You or any of Your Owners take action, commit, are convicted of, plead guilty to, or plead no contest to a charge of violating any felony law or other crime, action or offense that We reasonably believe is likely to have an adverse effect on Your Franchise Units, Us, or the System;

3) You repeatedly breach (three or more times) the same provision of this Agreement within a 12-month period;

4) You become insolvent or a party to any bankruptcy, receivership or similar proceeding, other than as a creditor, file for bankruptcy or receivership or similar protection or You are adjudicated bankrupt;

5) You make an assignment for the benefit of creditors or enter into any similar arrangement for the disposition of Your assets for the benefit of creditors; or

6) You voluntarily or otherwise abandon the development of Franchise Units in the Development Area hereunder exhibited by not responding to our calls, emails, letters, or other attempts to reach You for a period of 30 or more days, or Your actions to Us, to other franchisees or area developers, or to the public indicate that You do not plan to continue development operations.

9.1.2 30-Day Cure Period. Except as otherwise provided herein, You fail to comply with any other provision of this Agreement and fail to cure within 30 days of receiving written notice of default from Us.

9.1.3 45-Day Cure Period. You fail to meet Your development obligations set forth in the Development Schedule and fail to cure within 45 days of receiving written notice of default from Us.

9.2 Cross Default. If any Franchise Agreement for one of Your Franchise Businesses is terminated for cause, We will have the right to terminate this Agreement upon written notice to You.

## **Article 10 - Obligations Upon Termination or Expiration**

10.1 Our Rights Upon Termination. Upon Termination of this Agreement, for any reason, Your rights under this Agreement are terminated, and We will be free to own, operate or franchise Fed Up Kitchen™ businesses anywhere in the Development Area other than as prohibited by any existing signed Franchise Agreement. The foregoing is in addition to any other right or remedy We may have at law or in equity.

10.2 Operating Units. After Termination of this Agreement, You may still continue to own and operate Your individual Franchise Units in the Development Area that are owned and operated by You prior to Termination, so long as You are not in default and continue to faithfully perform the terms and conditions of such Franchise Agreement(s).

10.3 Pre-Paid, Unopened Units. If at the time of Termination of this Agreement You have any Units for which You have already paid the initial franchise fee in full, then for a period of five years from the date of Termination of this Agreement, You may continue to develop any undeveloped Units for which You have already paid in full, subject to Our approval of the site, and You signing Our then-current Franchise Agreement for such Units as set forth herein. However, You will cease to have any exclusivity rights regarding the ongoing development of Fed Up Kitchen™ businesses in the Development Area. Furthermore, You understand that there may not be available territories for You to develop Units inside the Development Area, or We may decide not to develop any more Units in the Development Area, and You would be required to look outside the Development Area to develop any unopened Units. Any Units not developed within said five years will be forfeited, Including any payments made towards those undeveloped Units to compensate Us an opportunity lost in the event You do not open the number of franchises in accordance with the Development Schedule.

## **Article 11 – Transfer**

Article XIV of the Franchise Agreement signed contemporarily with this Agreement applies to and is hereby fully incorporated into this Agreement as if fully set forth herein unless otherwise

set forth in this Agreement or unless clearly required by the context. Terms such as “Franchise Business” and other terms specific to the Franchise Agreement are adjusted to apply to this Agreement. Additionally, the transfer fee to transfer this Agreement is \$10,000.

#### **Article 12 – Integration of the Various Articles of the Franchise Agreement**

Article XV through Article XXI of the Franchise Agreement signed contemporarily with this Agreement applies to and is hereby fully incorporated into this Agreement as if fully set forth herein unless otherwise set forth in this Agreement or unless clearly required by the context. Terms such as “Franchise Business” and other terms specific to the Franchise Agreement are adjusted to apply to this Agreement. Additionally, the non-competition restrictions and distances are 30 miles and apply to Your Development Area defined in this Agreement and 20 miles from any other Fed Up Kitchen™ business operation. However, You will still be able to operate Fed Up Kitchen™ business in the Development Area in those territories for which You are allowed to operate under an active Franchise Agreement.

IN WITNESS WHEREOF, We and You have respectively signed and sealed this Agreement as of the day and year first above written.

FRANCHISOR:

AREA DEVELOPER:

**FED UP KITCHEN FRANCHISE, LLC**

By: \_\_\_\_\_

(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

By: \_\_\_\_\_

(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

*[Signature Page of the Area Development Agreement]*

**EXHIBIT "A"**  
**TO THE AREA DEVELOPMENT AGREEMENT**

**DEVELOPMENT AREA**

The Development Area will consist of the following area:

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**Our approval of the Development Area or a location within the Development Area is not a guarantee or a warranty of the potential success of the Development Area or a location.**

|                        |       |
|------------------------|-------|
| <hr/>                  | <hr/> |
| Area Developer Initial | Date  |

|                    |       |
|--------------------|-------|
| <hr/>              | <hr/> |
| Franchisor Initial | Date  |



**SCHEDULE "A-1"**  
**MAP OF THE DEVELOPMENT AREA**

**EXHIBIT "B"**  
**TO THE AREA DEVELOPMENT AGREEMENT**

**FRANCHISE UNIT**  
**DEVELOPMENT SCHEDULE AND FEES**

**1. Development Schedule**

Total Number of Units to be Developed: \_\_\_\_\_

| Units | Deadline to Open |
|-------|------------------|
|       |                  |
|       |                  |
|       |                  |
|       |                  |
|       |                  |

**2. Development Fees**

| Summary                                                                                                | Amount  |
|--------------------------------------------------------------------------------------------------------|---------|
| Total Development Fee <sup>1</sup><br>(\$30,000 for the first Unit, plus \$15,000 per additional Unit) | \$_____ |

<sup>1</sup> Paid in full at the time of signing the Area Development Agreement.

**EXHIBIT "C"**  
**TO THE AREA DEVELOPMENT AGREEMENT**

**COMPANY REPRESENTATIONS AND WARRANTIES**

You make the following additional warranties and representations:

You are a (check one):

- |                                              |                                                    |
|----------------------------------------------|----------------------------------------------------|
| <input type="checkbox"/> Partnership         | <input type="checkbox"/> Corporation               |
| <input type="checkbox"/> Sole Proprietorship | <input type="checkbox"/> Limited Liability Company |

Name of your entity: \_\_\_\_\_

The state in which your entity was formed: \_\_\_\_\_

Date of formation: \_\_\_\_\_

EIN: \_\_\_\_\_

The name and address of each shareholder, partner, or member holding an ownership interest in the corporation, partnership or limited liability company (please print or type names and add extra lines if necessary):

| Name | Address | Percentage of Ownership* |
|------|---------|--------------------------|
|      |         |                          |
|      |         |                          |
|      |         |                          |
|      |         |                          |

\*Corporation: Percentage owned of outstanding voting stock.

\*Partnership: Percentage owned in voting and in capital and profits.

\*Limited Liability Company: Percentage owned in membership interest.

The names of the officers of the company (please print or type names and add extra lines if necessary):

| Name | Title |
|------|-------|
|      |       |
|      |       |
|      |       |
|      |       |

The address where Your company records are maintained is:

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The name and address of the person acting as principal contact who has been approved by Us and who will be directly responsible for supervising Your Development Business operations and who has authority to work with Us and make decisions relating to the operations of the Development Business:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

You shall provide Us a copy of Your articles of organization and operating agreement or articles of incorporation and bylaws within one week of the date below.

Dated: \_\_\_\_\_.

**AREA DEVELOPER:**

\_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**EXHIBIT “D”  
TO THE AREA DEVELOPMENT AGREEMENT**

**BRAND PROTECTION AGREEMENT FOR PRINCIPALS**

This BRAND PROTECTION AGREEMENT FOR PRINCIPALS (the “Agreement”) is entered into and made effective as of the date written on the signature page by Fed Up Kitchen Franchise, LLC (“Franchisor” or the “Company”) and the undersigned (“Principals”).

WHEREAS, Principals or his or her or their company entered into an agreement with Franchisor so as to be able to obtain the rights to open and operate multiple Fed Up Kitchen™ Units using the System developed by Franchisor, Including certain confidential and proprietary information of Franchisor (“Area Development Agreement”); and

WHEREAS, Franchisor has developed confidential and proprietary Recipes for the operation of a Fed Up Kitchen™ Unit and may continue to develop new Recipes and revise current Recipes for use in association with the Fed Up Kitchen™ System; and

WHEREAS, Principals recognize the value of the System and the intangible property rights licensed under the Area Development Agreement, and the importance of maintaining the Confidential Information, and recognize that the Franchisor’s entering into the Area Development Agreement is conditioned upon each Principal entering into this Agreement; and

WHEREAS, all capitalized terms used, but not defined, herein will have the respective meanings assigned to them pursuant to the Area Development Agreement and Franchise Agreement as applicable.

NOW THEREFORE, in consideration of Franchisor entering into the Area Development Agreement with Principals or his or her or their company, the recitals and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties hereto agree as follows:

1. Acknowledgment. Principals individually acknowledge that he or she has obtained or may obtain knowledge of confidential matters related to the System and made available to Principals that are necessary and essential to the operation of the Franchise Business, without which information the Franchise Businesses could not efficiently, effectively and profitably operate. Principals further acknowledge that such Confidential Information was not known to him or her prior to the association with Franchisor.

2. Non-Disclosure and Non-Use. Except as may be required or allowed under the Area Development Agreement, Principals and any of a Principal’s Immediate Family, shall not during the term of the Area Development Agreement or any time thereafter, in perpetuity, directly or indirectly, use, or disclose to any third-party, or authorize any third-party to use, any information relating to the Franchise Businesses or interest of Franchisor, Confidential Information, the System, or other information or materials that he or she knows, or reasonably should know, is regarded as confidential to Franchisor. Principals shall also adopt and implement all reasonable procedures prescribed by Franchisor, from time to time, to prevent unauthorized use and/or disclosure of the Confidential Information, including restrictions on disclosure to employees and other third parties. The parties intend that the information disclosed by Franchisor prior to the actual execution of this Agreement will constitute Confidential Information and will be subject to all the terms and conditions of this Agreement

(Including the covenants protecting against disclosures) as if such information had been disclosed following the execution of this Agreement.

2.1 Duty to Notify. Principals agree to notify Franchisor of any reasonably suspected attempts to violate the terms or purposes of this Agreement and further agree to require all employees to report to it any reasonably suspected attempts to violate this Agreement. In the event it is discovered that Principals knew or had reason to know of any suspected attempts to violate this Agreement, Principals agree to indemnify Franchisor for all costs and fees associated with enforcement, and to reimburse Franchisor for those losses sustained due to such violation.

2.2 No Reverse Engineering. Principals will not either personally, in concert with others, or through other authorization, reverse engineer, decompile or deconstruct or attempt to reverse engineer, decompile or deconstruct any Recipe, and will not allow, encourage or permit any partner, owner, director, member, manager, agent, employee or other person to do so. For purposes of this Agreement, reverse engineering will include any deviations from the Recipes that make minimal changes to the process, procedure, or ingredients such that the final result is identical or substantially similar to the result that would reasonably be expected to result from the Recipes.

2.3 Limited Use. Principals must limit his/her use of the Recipes, Including, their recollection of the Recipes, to the performance of their duties as described in the Area Development Agreement, the Manuals, and any policies and procedures implemented by Franchisor and shall not use the Recipes for any personal use or gain.

3. Non-Competition. The following covenants will be enforced during and after the term of the Area Development Agreement.

3.1 In-Term Covenant. During the term of the Area Development Agreement and for any extensions thereof, except as permitted under the Area Development Agreement and applicable Franchise Agreements, Principals and each Principal's Immediate Family, shall not be a Participant, assist, or serve in any other capacity whatsoever, or have any interest in a Competing Business in any capacity or location except with Franchisor's prior written consent.

3.2 Post-Term Covenant. Upon Termination for any reason of the Area Development Agreement, , and for a continuous, uninterrupted period of three years thereafter, except as permitted by the applicable Franchise Agreements, Principals, and Principal's Immediate Family, shall not, directly or indirectly, be a Participant, assist, or serve in any other capacity whatsoever, or have any interest in a Competing Business in any capacity, territory, or location within the Development Area or within 30 miles of the Development Area or within 20 miles of the territory of any System franchise or Fed Up Kitchen™ Business operation at the time of Termination of the Area Development Agreement. The ownership of not more than 2% of the voting stock of a publicly held corporation will not be considered a violation of the foregoing provision.

3.3 Non-Solicitation of Customers. Subject to applicable state law, Principals shall not, during the term of the Area Development Agreement and any extensions or Successor Franchise and for three years thereafter, directly or indirectly, contact any former or then-current customer of the Franchise Business or Franchisor for the purpose of soliciting such customer to a Competing Business. All Customer Data belongs to Franchisor.

4. Survival of Covenants; Tolling of Covenants. The foregoing covenants survive the

Termination of this Agreement and apply regardless of whether this Agreement was Terminated by lapse of time, by default of either party, or for any other reason. In addition to other remedies available to Franchisor, in the event a Principal violates a non-competition and/or non-solicitation covenant, the applicable non-competition or non-solicitation period will be tolled for the period of that Principal's violation. Principal shall also pay Franchisor liquidated damages of \$1,000 per day for each Competing Business for violation of Sec. 3.1 or 3.2. These liquidated damages do not represent a price for the privilege of not performing nor does the payment represent an alternative manner of performance. This Section does not preclude and is not inconsistent with a court granting Franchisor specific performance or any other equitable remedies, such as an injunction, to prevent future breaches.

5. Return of Materials. Unless Principal remains a part of a company with an active Franchise Agreement, upon the Termination of the Area Development Agreement, or a Principal's disassociation from the franchise entity, each Principal agrees to deliver to Franchisor (and will not keep a copy in his or her possession or deliver to anyone else) the Fed Up Kitchen™ Manuals and any and all Confidential Information.

6. Irreparable Harm. Principals hereby acknowledge and agree that any breach by him or her of any portion of Sections 1 through 5 above, inclusive, will cause damage to Franchisor in an amount difficult to ascertain. Accordingly, in addition to any other relief to which Franchisor may be entitled, Franchisor will be entitled to temporary, preliminary, and/or permanent injunctive relief for any breach or threatened breach by any Principal of any of the terms of Section 1 through 5 above, inclusive, without proof of actual damages that have been or may be caused to Franchisor by such breach. Additionally, Principals agree that the existence of any claims a Principal may have against Franchisor, whether or not arising from this Agreement or the Area Development Agreement, will not constitute a defense to Franchisor's ability to enforce the covenants set forth in this Agreement.

7. Reasonableness and Enforceability. Principals agree that the terms of this Agreement are fair and reasonable in light of the circumstances and were in part, based on the perceived or potential value of the System and the business relationship that Principals and/or his or her or their company have and will have with Franchisor. If any portion of this Agreement will be held invalid or inoperative, then, so far as is reasonable and possible, the remainder of this Agreement will be considered valid and operative, and effect will be given to the intent manifested by the portion held invalid or inoperative. Whenever the context so requires, the masculine will include the feminine and neuter and the singular will include the plural and conversely. Principals understand that a separate action may be brought or prosecuted against a Principal whether or not the action is brought or prosecuted against any other Principal or against the franchisee, or any or all of them, or whether any other Principal or the franchisee is or are joined in the action.

8. Governing Law and Jurisdiction. The validity, enforcement, construction, rights and liabilities of the parties and provisions of this Agreement will be governed by and interpreted in accordance with the laws of the state of Utah without giving effect to its conflicts of law provisions. If for any reason court action is filed, Principals individually consent to the jurisdiction of the courts of record in the state of Utah, and unless the enforcement of this Agreement is brought in connection with a Dispute under the Area Development Agreement (in which case this matter may be handled through arbitration as set forth in the Area Development Agreement), each Principal agrees that proper jurisdiction and venue for all Dispute resolution will be exclusively in the state and federal courts of Salt Lake City, Utah.

9. Attorney's Fees and Costs. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or proceeding.

10. Binding Agreement. This Agreement will bind the successors and assigns of a Principal and his or her heirs, personal representative, successors and assigns. No rights under this Agreement are assignable by any Principal, and any purported assignment will be null and void and of no force or effect.

11. Survival of Covenants. All covenants made in this Agreement by Principals will survive the Termination of this Agreement or the Area Development Agreement or Principal's disassociation with the Franchise Business or the System in any way.

12. Modification of Agreement. This Agreement may be amended in whole or in part only by an agreement in writing signed by the parties.

13. Counterpart and Electronic Signatures. This Agreement may be signed in counterparts by facsimile, electronic signature, or scanned and emailed signature, or similar electronic means, which will be deemed the same as an original signature and may be used for all purposes as if it were an original.

**PRINCIPALS INDIVIDUALLY ACKNOWLEDGE THAT HE OR SHE HAS READ THIS AGREEMENT AND UNDERSTANDS ITS CONTENTS.**

IN WITNESS WHEREOF, the parties have executed this Agreement effective the day and year first herein above written.

**FRANCHISOR:**

FED UP KITCHEN FRANCHISE, LLC

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

**PRINCIPALS:**

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_



**EXHIBIT "E"**  
**TO THE AREA DEVELOPMENT AGREEMENT**

**ADDENDUM TO THE FED UP KITCHEN™ AREA DEVELOPMENT AGREEMENT**  
**STATE REGULATIONS**

## **ADDENDUM TO THE AREA DEVELOPMENT AGREEMENT FOR THE STATE OF CALIFORNIA**

1. The California Franchise Relations Act, Business and Professions Code Sections 20000 through 20043 provide rights to the franchisee concerning termination, transfer, or non-renewal of a franchise. If the area development agreement contains a provision that is inconsistent with California law, California law controls.
2. The area development agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (11 U.S.C.A. Sec. 101 et seq.)
3. The area development agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be fully enforceable under California law.
4. The area development agreement contains a liquidated damages clause. Under California Civil Code Section 1671, certain liquidated damages clauses are unenforceable.
5. The area development agreement requires binding arbitration. The arbitration will occur at Salt Lake City, Utah with the costs being borne by you for travel to, and lodging in, Salt Lake City, Utah and other costs associated with arbitration. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and Federal laws (this or these as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 128a, and the Federal Arbitration Act) to any provisions of an area development agreement restricting venue to a forum outside the State of California.
6. The area development agreement requires application of the laws of Utah, but the California franchise laws may prevail in some instances. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California laws.
7. You must sign a general release if you transfer, renew or terminate your franchise. California Corporations Code 31512 voids a waiver of your rights under the Franchise Investment Law (California Corporations Code 31000 through 31516). Business and Professions Code 20010 voids a waiver of your rights under the Franchise Relations Act (Business and Professions Code 20000 through 20043).
8. The area development agreement provides for waiver of a jury trial. This may not be enforceable in California.
9. No disclaimer, questionnaire, clause, or statement signed by a franchisee in connection with the commencement of the franchise relationship shall be construed or interpreted as waiving any claim of fraud in the inducement, whether common law or statutory, or as disclaiming reliance on or the right to rely upon any statement made or information provided by any franchisor, broker or other person acting on behalf of the franchisor that was a material inducement to a franchisee's investment. This provision supersedes any other or inconsistent term of any document executed in connection with the franchise.
10. Late Fees is amended to include the following: "The highest interest rate allowed in California is 10% annually."

**EXHIBIT "H"**  
**TO THE FDD**

**RELEASE AGREEMENT (FORM)**

## RELEASE AGREEMENT (Form)

This RELEASE AGREEMENT ("Agreement") is made and entered into as of \_\_\_\_\_ by and between **FED UP KITCHEN FRANCHISE, LLC** ("Franchisor") and \_\_\_\_\_, **LLC/INC.**, \_\_\_\_\_, **AND** \_\_\_\_\_ (jointly and severally "Franchisee"). The above will collectively at times be referred to as "Parties" and individually as "Party." Capitalized terms used herein will have the meanings set forth in the Franchise Agreement, unless defined otherwise herein.

### RECITALS

WHEREAS, Franchisee entered into a/n Fed Up Kitchen™ franchise agreement on \_\_\_\_\_ with Franchisor ("Franchise Agreement"); and

WHEREAS, the Franchise Agreement was personally guaranteed by \_\_\_\_\_ and \_\_\_\_\_ ("Personal Guarantor(s)"); and

WHEREAS, the Franchise Agreement has been terminated effective as of \_\_\_\_\_.

NOW THEREFORE, in consideration of the recitals, premises and other provisions set forth herein, and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, and intending to be legally bound hereby, Franchisor, Franchisee and Personal Guarantor(s) hereby agree as follows:

1. Franchisee and Personal Guarantor(s) hereby, fully and irrevocably, release, acquit and forever discharge Franchisor and its successors, affiliates, directors, officers, members, managers, employees, shareholders, representatives and agents and each of them, individually and collectively, of and from any and all claims, demands, obligations, causes of action, suits or liabilities of any kind and nature, whatsoever, whether known or unknown, suspected or unsuspected, and in whatever legal theory or form which Franchisee and Personal Guarantor(s) have or claim to have, or at any time heretofore, had or claimed to have had, or which may hereafter accrue or arise, against Franchisor, its successors, affiliates, directors, officers, members, managers, shareholders, employees and agents, and each of them, by reason of, or in any way connected with the Franchise Agreement, the relationship described therein and any business transaction, agreement or occurrence, act or omission relating thereto prior to the date hereof. Franchisee and Personal Guarantor(s) further waive any and all state law provisions limiting the effect of a general release.

2. Franchisee and Personal Guarantor(s) hereby covenant not to initiate, prosecute, encourage, assist, or (except as required by law) participate in any civil, criminal, or administrative proceeding or investigation in any court agency, or other forum, either affirmatively or by way of cross-claim, defense, or counterclaim against any person or entity released under Section 1 above with respect to any claim released under Section 1.

3. Franchisee and Personal Guarantor(s) represent that each of them fully understands the broad coverage of the release provisions of this Agreement, and that they execute the same with respect to all claims, causes of action and demands, as set forth above, they have or may have against the Franchisor, fully intending that the provisions hereof be given the broadest interpretation permitted by law or the English language. Franchisee and Personal Guarantor(s) acknowledge and expressly agree that they will make no claim, and

hereby waive any right they may now have, or may hereafter have, based upon any alleged oral or written alteration, amendment, or modification of this Agreement, fully waiving any right they may have to refer to extrinsic matters in the interpretation hereof, whether to establish fraud, duress, mistake, undue influence, or for any other purpose.

4. This Agreement may be pleaded as a full and complete defense to, and may be used as the basis for, an injunction against any action, suit or other proceeding which may be instituted, prosecuted, or maintained in breach of this Agreement.

For California franchises only: These releases are intended to waive, release and discharge all claims, other than those expressly reserved herein, with the express waiver of any statute, legal doctrine or other similar limitation upon the effect of general releases. In particular, the parties waive the benefit of any applicable statutory provision such as by illustration, California Civil Code Section 1542, which states:

A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM MUST HAVE MATERIALLY AFFECTED HIS SETTLEMENT WITH THE DEBTOR.

The parties, with the advice of their respective counsel, waive the benefit of both statute and other legal doctrine or principle of similar effect in any jurisdiction.

5. Nothing in this Agreement releases Personal Guarantor(s) or Franchisee from their obligations under the non-competition clauses of the Franchise Agreement or their Non-Competition Agreements signed with Franchisor.

6. Miscellaneous.

6.1 Cooperation. Franchisee and Personal Guarantor(s) will make, execute and deliver to Franchisor, promptly upon request and without additional consideration, any document or instrument necessary to carry out and effectuate the purposes of this Agreement.

6.2 Choice of Law and Jurisdiction. This Agreement will be construed in accordance with and all disputes hereunder will be governed by the laws of the state of Utah without giving effect to its conflicts of law provisions. Franchisee, Personal Guarantor(s), and Franchisor hereby irrevocably consent to the exercise of general personal jurisdiction in the courts of record of the state of Utah even though it may be otherwise possible to obtain jurisdiction elsewhere, and we both agree that Salt Lake City, Utah will be the exclusive venue for any litigation between us. Each party waives any objection they may have to the personal jurisdiction of or venue in the state and federal courts of Utah.

6.3 Arbitration. In the event any controversy or dispute arises between the Parties hereto in connection with, arising from or with respect to the provisions hereof, the relationship of the Parties hereto, or the validity of this Agreement or any provision hereof, such dispute or controversy will, on the request of any Party hereto be submitted for arbitration to the American Arbitration Association in accordance with its commercial arbitration rules. All arbitration hearings will be conducted exclusively in Salt Lake City, Utah, and the laws of the state of Utah will govern, without giving effect to its conflicts of law provisions. The arbitrator will have the power and jurisdiction to decide such controversy or dispute solely in accordance with the express provisions of this Agreement. The prevailing Party in any arbitration suit or

action to enforce this Agreement, will be entitled to recover the administrative costs of the arbitration proceeding and the fee for the arbitrator. The Parties agree that any claim hereunder will result in an award not more than 120 days from the date of the statement of claim filed with the American Arbitration Association, unless otherwise waived by the Parties. The award and findings of the arbitrators will be conclusive and binding upon all Parties hereto and the judgment upon the award may be entered in any Court of competent jurisdiction.

6.4 Attorneys' Fees and Costs. In the event any action in law or equity or any arbitration or other proceeding is brought for the enforcement of this Agreement or in connection with any of the provisions of this Agreement, the successful or prevailing party or parties will be entitled to reasonable attorney's fees and other costs reasonably incurred in such action or proceeding.

6.5 Amendment. This Agreement may be amended, modified or changed only by a written instrument signed by duly authorized representatives of both Parties.

6.6 Company Authority. The persons signing below warrant that they are authorized to enter into this Agreement on behalf of their respective principals identified below and that by their signatures they bind such principals to this Agreement.

6.7 Binding Agreement. This Agreement and all its terms, conditions and stipulations will be binding upon and will inure to the benefit of the Parties hereto and their respective legal representatives, heirs, successors and permitted assigns.

6.8 Confidentiality. Franchisee and Personal Guarantor(s) agree to maintain this Agreement, the terms hereof, and any and all information obtained or provided by either Party in order to initiate a contractual relationship, in the strictest of confidence.

6.9 Counterparts. This Agreement, and those contemplated herein, may be executed in counterparts, including by means of telefaxed, emailed pdf or other electronically delivered signature page, each of which will be deemed an original, but all of which together will constitute one and the same document.

6.10 Entire Agreement. This Agreement contains the entire agreement and only understanding between the Parties with respect to the subject matter hereof and supersedes all previous negotiations, agreements and understandings between the Parties and affiliates of the Parties, in connection with the subject matter covered herein, whether oral or written, and any warranty, representation, promise or condition in connection therewith not incorporated herein will not be binding upon either Party. The Parties hereby agree that all prior agreements with between the Parties regarding the subject matter hereof are hereby terminated with no continuing duties or obligations on the part of the other Party.

6.11 Paragraph Headings. The paragraph headings appearing in this Agreement are inserted only as a matter of convenience and reference and in no way define, limit, construe or describe the scope, interpretations or extent of such paragraph or in any way affect such paragraph or this Agreement. Words in the masculine gender include the feminine and neuter. Use of the singular will include the appropriate plural numbers.

6.12 Enforceability. Any provision of this Agreement which is prohibited or unenforceable in any jurisdiction will, as to such jurisdiction, not be effective to the extent of such prohibition, but such prohibition will not invalidate the remaining provisions hereof or affect the validity or enforceability of such provisions in any other jurisdiction.

7. This Agreement will be effective when all the parties have signed it. The date of this Agreement will be the date this Agreement is signed by the last party to sign it as provided in the signature block below.

8. The Franchisee and Personal Guarantor(s) acknowledge that they have carefully read the foregoing Agreement and know and understand the contents of this Agreement, have been represented by counsel, or had the opportunity to be represented by counsel, and sign this Agreement as their own free act, fully intending to be legally bound thereby.

**IN WITNESS WHEREOF**, and by their signatures below, the Parties hereto acknowledge that they have read, understand and agree to all of the terms and provisions of this Agreement and have caused this Agreement to be executed as of the date provided below written with the full authority of the company principal they represent.

FRANCHISOR:

**FED UP KITCHEN FRANCHISE, LLC**

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

FRANCHISEE:

\_\_\_\_\_, LLC/Inc.

By: \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

PERSONAL GUARANTOR(S):

By: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT “I”  
TO THE FDD**

**SIGNING CHECKLIST**





### Franchise Documents Signing Checklist

The following items need to be filled out, signed, or dated by the party indicated

#### 1. When you receive the FDD.

| DOCUMENT          | PAGE OR SECTION NUMBER                  | INSTRUCTIONS                                                                                                                                                                                                                                           | CHECK WHEN COMPLETED |
|-------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| FDD Receipt pages | (last 2 pages of the entire FDD packet) | There are two receipt pages at the very end of the FDD. You must sign and date <u>both</u> copies. You will keep the copy labeled "Franchisee Copy" and return the other copy ("Franchisor Copy") to the franchisor ("Fed Up Kitchen Franchise, LLC"). | _____                |

#### 2. When you sign the Franchise Agreement and other documents.

| DOCUMENT                                  | PAGE OR SECTION NUMBER   | INSTRUCTIONS                                                                                                                                                                                                                                                                                                      | CHECK WHEN COMPLETED |
|-------------------------------------------|--------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| Franchise Agreement                       | (page 1)                 | Fill in the franchisee name                                                                                                                                                                                                                                                                                       | _____                |
| Franchise Agreement                       | (page 3)                 | In first paragraph fill in date and franchisee name.                                                                                                                                                                                                                                                              | _____                |
| Franchise Agreement                       | (page 45)                | Fill in the franchisee name, address, and email                                                                                                                                                                                                                                                                   | _____                |
| Franchise Agreement                       | (page 53)                | <b>1.</b> If the franchisee is an entity, (1) fill in the entity name on the line before LLC/INC., and have the president, manager, etc. sign on behalf of the entity.<br><b>2.</b> If there is no entity, the franchisee will sign on the lower lines and print his or her name on the line before "personally." | _____                |
| Territory                                 | Exhibit A-1 (page 54)    | If the premises is not already known, this will be filled out and initialed later.                                                                                                                                                                                                                                | _____                |
| Company Reps. and Warranties              | Exhibit A-2 (page 55-56) | The franchisee must fill in the appropriate fields, date, and sign.                                                                                                                                                                                                                                               | _____                |
| Brand Protection Agreement for Principals | Exhibit A-4 (page 59-63) | Each owner and principal manager of the franchisee must fill out and sign this agreement.                                                                                                                                                                                                                         | _____                |

|                                                       |                             |                                                                                                                                                                                                                |       |
|-------------------------------------------------------|-----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|
| Employee Brand Protection Agreement                   | Exhibit A-5<br>(page 64-67) | To be filled out and signed by each one of franchisee's employees.                                                                                                                                             | _____ |
| Landlord's Consent to Assignment                      | Exhibit A-6<br>(page 68)    | Landlord fills in the blanks, dates, and signs.                                                                                                                                                                | _____ |
| ACH Agreement                                         | Exhibit A-7<br>(page 71)    | This must be filled out with all the appropriate bank information and signed.                                                                                                                                  | _____ |
| Guaranty of Assumption of Obligations                 | Exhibit A-8<br>(page 72-73) | Franchisee must fill in the date, the name of its entity and the date of the franchise agreement on the first page. The owners of the franchisee and their spouses) must sign and fill out the signature page. | _____ |
| Digital and Social Media Authorization for Assignment | Exhibit A-9<br>(page 74-75) | Franchisee and franchisor must sign this.                                                                                                                                                                      | _____ |
| State Addenda                                         | Exhibit A-10                | Depending on your state, you may be required to fill out and sign a state specific addendum.                                                                                                                   | _____ |

#### 4. Exhibits to the FDD.

| DOCUMENT               | PAGE OR SECTION NUMBER | INSTRUCTIONS                                                                                                                                                                                         | CHECK WHEN COMPLETED |
|------------------------|------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| Form Release Agreement | Exhibit – H            | This does <u>not</u> get signed at the time of signing the franchise agreement. This agreement or a form thereof will only be signed upon the termination, non-renewal or transfer of the franchise. | _____                |

#### 5. If you sign the Area Development Agreement.

| DOCUMENT                   | PAGE OR SECTION NUMBER                      | INSTRUCTIONS                                                                                        | CHECK WHEN COMPLETED |
|----------------------------|---------------------------------------------|-----------------------------------------------------------------------------------------------------|----------------------|
| Area Development Agreement | (page 1)                                    | Fill in the date and developer's name.                                                              | _____                |
| Area Development Agreement | (page 6)                                    | Both the franchisor and the developer must sign                                                     | _____                |
| Area Development Agreement | Exhibit – A<br>Development Area<br>(page 7) | Fill in the description of the Area<br><br>The developer and franchisor initial and date this page. | _____                |

|                                           |                                                                         |                                                                                                    |       |
|-------------------------------------------|-------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|-------|
| Area Development Agreement                | Exhibit – B<br>Franchise Unit Development Schedule and Fees<br>(page 9) | Fill in the Development Schedule and Development Fees table                                        | _____ |
| Company Reps. and Warranties              | Exhibit - C<br>(page 10 -11)                                            | The developer must fill in the appropriate fields, date, and sign.                                 | _____ |
| Brand Protection Agreement for Principals | Exhibit - D<br>(page 12 - 15)                                           | Each owner and principal manager of the developer must fill out and sign and date a separate form. | _____ |

#### 6. Items to complete after you sign the franchise agreement.

| DOCUMENT                              | INSTRUCTIONS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | CHECK WHEN COMPLETED |
|---------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| Proof of insurance                    | The franchisee must get and maintain insurance and provide proof of insurance that lists the franchisor as an additional insured.<br>The franchisee must provide this <b><u>annually</u></b> .                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | _____                |
| Franchisee's d.b.a.                   | In the state where your franchise is located, you need to file for a dba or "doing business as" under the name "Fed Up Kitchen." The blank line will be the city or neighborhood where your franchise is located or as assigned by the franchisor. For example, if your franchise is located in Irvine, California, your filed dba could be "Fed Up Kitchen – Irvine." The franchisor must approve your dba before you file it. You must send a copy of the dba filing to the franchisor after it is filed. Please note that a dba is different from your company name if you have a company that is the franchisee. Please note that also you <u>cannot</u> use the name "Fed Up Kitchen" as part of your company name. | _____                |
| Franchisee's certificate of occupancy | Franchisee must provide a certificate of occupancy before you schedule on-site opening assistance/training                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | _____                |
| Franchisee's entity documents         | Articles of incorporation/organization along with bylaws or operating agreement sent to franchisor.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | _____                |
| Copy of lease agreement               | The franchisee must provide a copy of the lease agreement to the franchisor.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | _____                |

## State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the states, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered, or exempt from registration, as of the Effective Date stated below:

| <u>State</u> | <u>Effective Date</u> |
|--------------|-----------------------|
| California   | September 30, 2022    |

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or seller-assisted marketing plans.

**RECEIPT**  
(Franchisee's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully. If Fed Up Kitchen Franchise, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If Fed Up Kitchen Franchise, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state administrator listed in Exhibit "E." Fed Up Kitchen Franchise, LLC authorizes the respective state agencies identified on Exhibit "D" to receive service of process for it in the particular state.

The issuance date of this disclosure document is April 20, 2023.

Fed Up Kitchen Franchise, LLC, is located at 2942 S. Connor St., Salt Lake City, Utah 84109. Its telephone number is (801) 949-0928. The names, business addresses, and phone numbers of each franchise seller offering this franchise is as follows:

| Name           | Address                                        | Phone Number   |
|----------------|------------------------------------------------|----------------|
| Ryan Laws      | 2942 S. Connor St., Salt Lake City, Utah 84109 | (801) 949-0928 |
| Linzie Clawson | 2942 S. Connor St., Salt Lake City, Utah 84109 | (435) 229-2779 |
| Aaron Jeffrey  | 2942 S. Connor St., Salt Lake City, Utah 84109 | (209) 858-8046 |

If your franchise seller's name and contact information is not listed above, please list the name, address, and phone number of the franchise seller below:

I received a disclosure document dated April 20, 2023 that included the following Exhibits:

- |                                                                                      |                                                |
|--------------------------------------------------------------------------------------|------------------------------------------------|
| A. Franchise Agreement and Its Exhibits                                              | F. Table of Contents for the Operations Manual |
| B. Financial Statements                                                              | G. Area Development Agreement                  |
| C. Schedule of Franchisees                                                           | H. Form Release Agreement                      |
| D. List of Agents for Service of Process                                             | I. Signing Checklist                           |
| E. List of State Agencies Responsible for Franchise Disclosure and Registration Laws |                                                |

Date: \_\_\_\_\_  
(Do not leave blank)

By: \_\_\_\_\_  
(Signature)

Title: \_\_\_\_\_

Name: \_\_\_\_\_  
(Print name)

Please keep this copy for your records.

**RECEIPT**  
(Franchisor's Copy)

This disclosure document summarizes certain provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully. If Fed Up Kitchen Franchise, LLC offers you a franchise, it must provide this disclosure document to you 14 calendar-days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If Fed Up Kitchen Franchise, LLC does not deliver this disclosure document on time or if it contains a false or misleading statement, or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C. 20580 and the state administrator listed in Exhibit "E." Fed Up Kitchen Franchise, LLC authorizes the respective state agencies identified on Exhibit "D" to receive service of process for it in the particular state.

The issuance date of this disclosure document is April 20, 2023.

The franchisor, Fed Up Kitchen Franchise, LLC, is located at 2942 S. Connor St., Salt Lake City, Utah 84109. Its telephone number is (801) 949-0928. The names, business addresses, and phone numbers of each franchise seller offering this franchise is as follows:

| Name           | Address                                        | Phone Number   |
|----------------|------------------------------------------------|----------------|
| Ryan Laws      | 2942 S. Connor St., Salt Lake City, Utah 84109 | (801) 949-0928 |
| Linzie Clawson | 2942 S. Connor St., Salt Lake City, Utah 84109 | (435) 229-2779 |
| Aaron Jeffrey  | 2942 S. Connor St., Salt Lake City, Utah 84109 | (209) 858-8046 |

If your franchise seller's name and contact information is not listed above, please list the name, address, and phone number of the franchise seller below:

I received a disclosure document dated April 20, 2023 that included the following Exhibits:

- |                                                                                      |                                                |
|--------------------------------------------------------------------------------------|------------------------------------------------|
| A. Franchise Agreement and Its Exhibits                                              | F. Table of Contents for the Operations Manual |
| B. Financial Statements                                                              | G. Area Development Agreement                  |
| C. Schedule of Franchisees                                                           | H. Form Release Agreement                      |
| D. List of Agents for Service of Process                                             | I. Signing Checklist                           |
| E. List of State Agencies Responsible for Franchise Disclosure and Registration Laws |                                                |

Date: \_\_\_\_\_  
(Do not leave blank)

By: \_\_\_\_\_  
(Signature)

Title: \_\_\_\_\_

Name: \_\_\_\_\_  
(Print name)

If you do not sign this receipt via our electronic signature platform, then you need to send us a signed and dated copy. You may return the signed and dated receipt by mailing it to Fed Up Kitchen Franchise, LLC at 2942 S. Connor St., Salt Lake City, Utah 84109, or by emailing a copy of the signed and dated receipt to [Franchise@fedupkitchen.com](mailto:Franchise@fedupkitchen.com).