#### FRANCHISE DISCLOSURE DOCUMENT



ManCave Franchising, LLC
A Florida limited liability company
950 Peninsula Corporate Circle, Suite 1020
Boca Raton, FL 33487
561-789-5153
info@mancaveformen.com
www.mancavefranchise.com

As a ManCave for Men franchisee, you will operate a salon that offers a wide variety of services specifically tailored for men, including barber services, massage, nails, and other services.

The total investment necessary to begin operation of a ManCave franchise is \$225,000 to \$325,000. This includes \$45,000 that must be paid to the franchisor or affiliate. The total investment necessary to begin operation under a three- to five-unit Multi-Unit Development Agreement (including the first unit) is \$270,000 to \$415,000. This includes \$90,000 to \$135,000 that must be paid to the franchisor. If you sign a Multi-Unit Development Agreement, you must develop at least three ManCave units.

This disclosure document <u>summarizes</u> 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 for you. To discuss the availability of disclosures in different formats, please contact our Chief Executive Officer Emad Aovida at 950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487 and 561-789-5153.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC- HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW. Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

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

Issuance date: April 30, 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
How much can I earn?	Item 19 may give you information about outlet sales, costs, profits or losses. You should also try to obtain this information from others, like current and former franchisees. You can find their names and contact information in Item 20 or Exhibit H.
How much will I need to invest?	Items 5 and 6 list fees you will be paying to the franchisor or at the franchisor's direction. Item 7 lists the initial investment to open. Item 8 describes the suppliers you must use.
Does the franchisor have the financial ability to provide support to my business?	Item 21 or Exhibit F includes financial statements. Review these statements carefully.
Is the franchise system stable, growing, or shrinking?	Item 20 summarizes the recent history of the number of company-owned and franchised outlets.
Will my business be the only ManCave business in my area?	Item 12 and the "territory" provisions in the franchise agreement describe whether the franchisor and other franchisees can compete with you.
Does the franchisor have a troubled legal history?	Items 3 and 4 tell you whether the franchisor or its management have been involved in material litigation or bankruptcy proceedings.
What's it like to be a ManCave franchisee?	Item 20 or Exhibit H lists current and former franchisees. You can contact them to ask about their experiences.
What else should I know?	These questions are only a few things you should look for. Review all 23 Items and all Exhibits in this disclosure document to better understand this franchise opportunity. See the table of contents.

#### What You Need To Know About Franchising Generally

<u>Continuing responsibility to pay fees</u>. 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.

<u>Supplier restrictions</u>. 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.

<u>Operating restrictions</u>. 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.

<u>Competition from franchisor</u>. 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.

<u>When your franchise ends</u>. 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 A.

Your state also may 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. <u>Out-of-State Dispute Resolution</u>. The franchise agreement requires you to resolve disputes with the franchisor by arbitration and/or litigation only in Florida. Out-of-state arbitration or litigation may force you to accept a less favorable settlement for disputes. It may also cost more to arbitrate or litigate with the franchisor in Florida than in your own state.
- 2. **Spousal Liability**. Your spouse must sign a document that makes your spouse liable for all financial obligations under the Franchise Agreement even though your spouse has no ownership interest in the franchise. This guarantee will place both your and your spouse's martial and personal assets, perhaps including your house, at risk if your franchise fails.

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.

### (THE FOLLOWING APPLIES TO TRANSACTIONS GOVERNED BY THE MICHIGAN FRANCHISE INVESTMENT LAW ONLY)

The state of Michigan prohibits certain unfair provisions that are sometimes in franchise documents. If any of the following provisions are in these franchise documents, the provisions are void and cannot be enforced against you.

Each of the following provisions is void and unenforceable if contained in any documents relating to a franchise:

- (a) A prohibition on the right of a franchisee to join an association of franchisees.
- (b) A requirement that a franchisee assent to a release, assignment, novation, waiver, or estoppel which deprives a franchisee of rights and protection provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
- (c) A provision that permits a franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
- (d) A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials which have no value to the franchisor and inventory, supplies, equipment, fixtures, and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) the term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising, or other commercial symbol in the same area subsequent to the expiration of the franchise or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.
- (e) A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
- (f) A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
- (g) A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:

- (i) The failure of the proposed transferee to meet the franchisor's then-current reasonable qualifications or standards.
- (ii) The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.
- (iii) The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
- (iv) The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.
- (h) A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).
- (i) A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

If the franchisor's most recent financial statements are unaudited and show a net worth of less than \$100,000, the franchisee may request the franchisor to arrange for the escrow of initial investment and other funds paid by the franchisee until the obligations, if any, of the franchisor to provide real estate, improvements, equipment, inventory, training or other items included in the franchise offering are fulfilled. At the option of the franchisor, a surety bond may be provided in place of escrow.

The fact that there is a notice of this offering on file with the attorney general does not constitute approval, recommendation, or endorsement by the attorney general.

Any questions regarding this notice should be directed to:

State of Michigan Department of Attorney General G. Mennen Williams Building, 7th Floor 525 W. Ottawa Street Lansing, Michigan 48909 Telephone Number: (517) 373 7117

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### Item 1 THE FRANCHISOR AND ANY PARENTS, PREDECESSORS, AND AFFILIATES

In this disclosure document, "we", "us," or "our" refers to ManCave Franchising, LLC. "You" means the person to whom we grant a franchise. If you are a corporation, limited liability company, or other entity, each owner of the franchise entity must sign our Guaranty and Non-Compete Agreement, which means that all of the franchise agreement's provisions also will apply to your owners.

#### Us, Any Parents, and Certain Affiliates

Our name is ManCave Franchising, LLC. Our principal business address is 950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487. We do not have any parent entities. Our affiliate Interiors of America, LLC, can provide construction services to franchisees (but you are not required to engage this company). It has the same principal business address as us. We do not have any affiliates that offer franchises in any line of business or provide other products or services to our franchisees.

We have affiliates that own ManCave locations including ManCave of Mission Bay, LLC, ManCave of Royal Palm, LLC, ManCave of Wellington Mall, LLC, ManCave of St. Petersburg LLC, ManCave at Palmetto Bay, LLC, ManCave at PGA, LLC, ManCave at Town Center Doral, LLC, ManCave at Sarasota Waterside, LLC, ManCave of Little Havana, LLC, ManCave at Miramar Park Place LLC and ManCave Coral Gables. These entities are owned by our affiliate ManCave for Men LLC, which shares our address in Boca Raton, Florida. The members of ManCave for Men, LLC, are our officers Emad Aovida and Marleen Aovida.

We do not have any predecessors.

We use the names "ManCave Franchising, LLC", "ManCave", and "ManCave For Men". We do not intend to use any other names to conduct business.

Our agent for service of process in Florida is Emad Aovida, and the agent's principal business address is 950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487. Our agents for service of process in other states are disclosed in Exhibit A.

We are a limited liability company organized in Florida on January 29, 2016.

We do not operate businesses of the type being franchised. We do not have any other business activities. We have not offered franchises in other lines of business.

#### The Franchises Offered

If you sign a franchise agreement with us, you will develop and operate a salon primarily aimed at men, offering haircuts, shaves, manicure, pedicure, massage, facials, and waxing, under the trade name ManCave.

If you sign a Multi-Unit Development Agreement (attached as Exhibit C to this disclosure document), you will develop multiple ManCave outlets, on an agreed-upon schedule. For each future unit franchise, we will require you to sign our then-current form of franchise agreement, which may be different from the form of franchise agreement included in this disclosure document.

The general market for these services is primarily men in the middle to high income demographic. This market is relatively developed. Sales are not seasonal.

Your business will need a license from your state's Cosmetology Board or similar licensing entity. Your will need to comply with health and sanitation regulations specific to haircutting equipment and haircutting businesses and other services we offer. These requirements and regulations vary from state to state.

Our competitors include other salons and hair service providers focused primarily on men. You will compete against national chains, regional chains, and independent owners. Some of these competitors are franchised.

#### **Prior Business Experience**

We have offered franchises since 2018. None of our affiliates has offered franchises in other lines of business. None of our affiliates provides products or services to our franchisees that you are required to purchase.

Our affiliate, ManCave for Men, LLC, opened the first ManCave business in Boca Raton, Florida in 2011.

### Item 2 BUSINESS EXPERIENCE

**Emad Aovida: Chief Executive Officer.** Emad Aovida has been Chief Executive Officer of ManCave for Men in Boca Raton, Florida, since January 2016. Mr. Aovida has served in the same role for ManCave for Men, LLC, in Boca Raton, Florida, which opened our first corporate location, in April 2011. Mr. Aovida has also been Owner of Interiors of America in Boca Raton, Florida since June 2000. Mr. Aovida is the spouse of Mrs. Aovida.

Marlene Aovida: Chief Financial Officer. Marlene Aovida has been Chief Financial Officer of ManCave for Men in Boca Raton, Florida, since January 2016. Mrs. Aovida has served in the same role for ManCave for Men, LLC, in Boca Raton, Florida, which opened our first corporate location, in April 2011. Mrs. Aovida is the spouse of Mr. Aovida.

### Item 3 LITIGATION

No litigation is required to be disclosed in this Item.

### Item 4 BANKRUPTCY

No bankruptcy is required to be disclosed in this Item.

### Item 5 INITIAL FEES

#### Franchise Fee

When you sign your franchise agreement, you must pay us \$45,000 as the initial franchise fee. This fee is uniform and is not refundable.

#### Multi-Unit Development

If you and we agree that you will develop three or more franchises, then you will sign our Multi-Unit Development Agreement ("MUDA") in the form of Exhibit C to this disclosure document. Your franchise fees will be reduced to \$22,500 for each franchise after the first franchise. You will pay all franchise fees upon signing the MUDA. They are not refundable.

### Item 6 OTHER FEES

Type of Fee	Amount	<b>Due Date</b>	Remarks
Royalty	5% of your Gross Sales	Monthly, on the 5 <sup>th</sup> day of the following month	See Notes 1 to 3.
Marketing Fund Contribution	1% of your Gross Sales	Monthly, on the 5 <sup>th</sup> day of the following month	We can raise the Marketing Fund Contribution up to a maximum of 2% of Gross Sales, after 30 days' notice.
Market Cooperative Contribution	As determined by the cooperative. Currently, none.	Monthly, on the 5 <sup>th</sup> day of the following month	We have the right to establish local or regional advertising cooperatives. If you are a member of a cooperative, you and other members may vote to require each member to contribute between 1% and 5% of gross sales to the cooperative.

Type of Fee	Amount	<b>Due Date</b>	Remarks
Third party vendors	Pass-through of costs, plus reasonable administrative charge. Currently, none.	Varies	We have the right to require franchisees to use third-party vendors and suppliers that we designate. Examples can include computer support vendors, mystery shopping, and customer feedback systems. The vendors and suppliers may bill franchisees directly, or we have the right to collect payment for these vendors together with a reasonable markup or charge for administering the payment program.
Software subscription	Currently, \$50 per month	Monthly	We require you to use certain software as described in Item 11. You pay subscription fees directly to the software supplier, and not to us.
Non-compliance fee	\$500	On demand	We may charge you \$500 if your business is not in compliance with our system specifications or the franchise agreement and you fail to correct the non-compliance after 30 days' notice. Thereafter, we may charge you \$250 per week until you correct such non-compliance.
Late fee	\$100 plus interest on the unpaid amount at a rate equal to 18% per year (or, if such payment exceeds the maximum allowed by law, then interest at the highest rate allowed by law)	On demand	We may charge a late fee if you fail to make a required payment when due.
Insufficient funds fee	\$30 (or, if such amount exceeds the maximum allowed by law, then the maximum allowed by law)	On demand	We may charge an insufficient funds fee if a payment made by you is returned because of insufficient funds in your account.
Costs of collection	Our actual costs	As incurred	Payable if we incur costs (including reasonable attorney fees) in attempting to collect amounts you owe to us.

Type of Fee	Amount	<b>Due Date</b>	Remarks
Customer complaint resolution	Our expenses		We may take any action we deem appropriate to resolve a customer complaint about your business. If we respond to a customer complaint, we may require you to reimburse us for our expenses.
Records audit	Our actual cost	On demand	Payable only if (1) we audit you because you have failed to submit required reports or other non-compliance, or (2) the audit concludes that you under-reported gross sales by more than 3% for any month.
Special inspection fee	Currently \$600, plus our out-of-pocket costs	On demand	Payable only if we conduct an inspection of your business because of a governmental report, customer complaint or other customer feedback, or your default or non-compliance with any system specification.
Renewal fee	\$10,000	Upon renewal	Payable if you enter into a successor franchise agreement at the end of your agreement term.
Transfer fee	\$10,000 plus any broker fees and other out-of-pocket costs we incur	When transfer occurs	Payable if you sell your business.
Indemnity	Our costs and losses from any legal action related to the operation of your franchise	On demand	You must indemnify and defend (with counsel reasonably acceptable to us) us and our affiliates against all losses in any action by or against us related to, or alleged to arise out of, the operation of your franchise (unless caused by our misconduct or negligence).
Prevailing party's legal costs	Our attorney fees, court costs, and other expenses of a legal proceeding, if we are the prevailing party	On demand	In any legal proceeding (including arbitration), the losing party must pay the prevailing party's attorney fees, court costs and other expenses.

All fees are payable only to us (other than software subscription charges). All fees are imposed by us and collected by us (other than software subscription charges). All fees are non-refundable. We do not represent that all fees are uniform for all franchisees; we reserve the right to change, waive, or eliminate fees for any one or more franchisees as we deem appropriate. There

are currently no marketing cooperatives, purchasing cooperatives, or other cooperatives that impose fees on you.

#### Notes

- 1. "Gross Sales" is defined in our franchise agreement as the total dollar amount of all sales generated through your business for a given period, including, but not limited to, payment for any services or products sold by you, whether for cash or credit. Gross Sales does not include (i) bona fide refunds to customers, (ii) sales taxes collected, or (iii) sales of prepaid cards or similar products (but the redemption of any such card or product will be included in Gross Sales).
- 2. You must report your gross sales to us each month. If you fail to report your gross sales, we will withdraw estimated royalty fees and marketing fund contributions based on 125% of the most recent gross sales you reported. We will true-up the actual fees after you report gross sales.
- 3. We currently require you to pay royalty fees and other amounts due to us by preauthorized bank draft. However, we can require an alternative payment method.

Item 7
ESTIMATED INITIAL INVESTMENT

#### YOUR ESTIMATED INITIAL INVESTMENT - FRANCHISE AGREEMENT

Type of expenditure	Type of expenditure Amount		When due	To whom payment is to be made
Initial franchise fee (see Note 1)	\$45,000 - \$45,0	200 Lump sum	Upon signing the franchise agreement	Us
Security deposits, utility deposits, business licenses, and other prepaid expenses	\$5,000 - \$7,0	OO As incurred	As incurred	Landlord, utilities, government, vendors
Real estate (see Note 2)	\$4,500 - \$6,5	Lump sum; monthly	Prior to opening	Landlord
Leasehold improvements (see Note 3)	\$119,000 - \$200,0	00 Lump sum	Prior to opening	General contractor, architects / engineers, others
Furniture, fixtures, and equipment	\$25,000 - \$30,0	OO As incurred	Prior to opening	Vendors and suppliers
Computer and POS systems	\$1,000 - \$1,5	OO As incurred	Prior to opening	Vendors and suppliers

Type of expenditure	Amou	nt	Method of payment	When due	To whom payment is to be made
Office expenses	\$500 -	\$1,000	As incurred	Prior to opening	Vendors and suppliers
Insurance	\$1,000 -	\$1,500	Lump sum	Prior to opening	Insurance company
Signage	\$3,000 -	\$3,500	Lump sum	Prior to opening	Vendor
Opening inventory and supplies	\$2,500 -	\$4,000	Lump sum	Prior to opening	Vendors
Professional fees (lawyer, accountant, etc.)	\$500 -	\$1,000	As incurred	As incurred	Professional service firms
Market introduction plan / grand opening marketing	\$1,000 -	\$2,000	As incurred	As incurred	Vendors
Travel, lodging and meals for initial training	\$1,000 -	\$2,000	As incurred	During training	Airlines, hotels, and restaurants
Additional funds (for first 6 months) (see Note 4)	\$15,000 -	\$20,000	As incurred	As incurred	Employees, suppliers, landlord, utilities
Total	\$225,000 -	\$325,000			

#### YOUR ESTIMATED INITIAL INVESTMENT - MULTI UNIT DEVELOPMENT AGREEMENT

Type of expenditure	Amount		Method of payment	When due	To whom payment is to be made
Initial investment for a single unit under the Franchise Agreement	\$225,000 -	\$325,000		See Table Abo	ove
Additional development fees (see Note 5)	\$45,000 -	\$90,000	Check or wire transfer	Upon signing the MUDA	Us
Total	\$270,000 -	\$415,000			

#### Notes

1. Your lease security deposit and utility deposits will usually be refundable unless you owe money to the landlord or utility provider. None of the other expenditures in this table will be refundable. Neither we nor any affiliate finances any part of your initial investment.

- 2. Our estimates in this table assume you pay one month rent before you open for business. For this to occur, you would need to negotiate a "free rent" period for the time it takes to build out your business. We expect that you will rent your location. If you choose to purchase real estate instead of renting, your costs will be significantly different.
- 3. Our estimate for leasehold improvements assumes you start with a "vanilla shell" condition (with concrete floor and drywall ready to be painted, but no improvements) in a location suitable for a ManCave business. A ManCave business will typically be 1,000 to 1,400 square feet. You cost may be significantly higher if there are special requirements from the landlord or local laws (such as architectural or historical requirements). The estimate is based on construction costs by our affiliate, Interiors of America. You are not required to engage Interiors of America for your construction.
- 4. This includes any other required expenses you will incur before operations begin and during the initial period of operations, such as payroll, additional inventory, rent, and other operating expenses in excess of income generated by the business. It does not include any salary or compensation for you. In formulating the amount required for additional funds, we relied on the following factors, basis, and experience: the development of ManCave businesses by our affiliate and franchisees, and our general knowledge of the industry.
- 5. This estimate assumes you sign a Multi-Unit Development Agreement for three to five franchises. The franchise fee for your first unit is counted in the "Estimated Initial Investment Franchise Agreement" table. Your initial franchise fees are reduced to \$22,500 for the second and each additional franchise. You will pay all franchise fees upon signing the MUDA.

### Item 8 RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

#### Generally

We have the right to require you to purchase or lease all goods, services, supplies, fixtures, equipment, inventory, computer hardware and software, real estate, or comparable items related to establishing or operating your business (1) either from us or our designee, or from suppliers approved by us, or (2) according to our specifications. You must comply with any changes we make in the future to these requirements.

#### **Specific Obligations**

The following are our current specific obligations for purchases and leases:

- A. <u>Real Estate</u>. Your business location is subject to our approval and must meet our specifications. You must use reasonable efforts to have your landlord sign our form of Rider to Lease Agreement (attached to this disclosure document as Exhibit D).
- B. <u>Insurance</u>. You must obtain insurance as described in the Franchise Agreement and in our Operating Manual, which includes (i) "Special" causes of loss coverage forms, including fire and extended coverage, crime, vandalism, and malicious mischief, on all property of the

Business, for full repair and replacement value (subject to a reasonable deductible); (ii) Business interruption insurance covering at least 12 months of income; (iii) Commercial General Liability insurance, including products liability coverage, and broad form commercial liability coverage, written on an "occurrence" policy form in an amount of not less than \$1,000,000 single limit per occurrence and \$2,000,000 aggregate limit, (iv) Business Automobile Liability insurance including owned, leased, non-owned and hired automobiles coverage in an amount of not less than \$1,000,000, and (v) Workers Compensation coverage as required by state law. Your policies (other than Workers Compensation) must list us and our affiliates as an additional insured, must include a waiver of subrogation in favor of us and our affiliates, must be primary and non-contributing with any insurance carried by us or our affiliates, and must stipulate that we receive 30 days' prior written notice of cancellation.

- C. <u>Point-of-sale software and hardware, and related software and hardware.</u> You must purchase (or lease) the point-of-sale software and hardware, and related software and hardware, that we specify. See Item 11 for more details.
- D. <u>Inventory and Products</u>. You must buy inventory and products from our approved suppliers, such as Raylife, Ruezel, and Redken.

#### Us or our Affiliates as Supplier

Neither we nor any affiliate is currently a supplier of any good or service that you must purchase, although we reserve to the right to be a supplier (or the sole supplier) of a good or service in the future.

#### Ownership of Suppliers

None of our officers owns an interest in any supplier to our franchisees.

#### **Alternative Suppliers**

If you want to use a supplier that is not on our list of approved suppliers, you must request our approval in writing. We have the sole discretion to approve or reject an alternative supplier. We may condition our approval on criteria we deem appropriate, such as evaluations of the supplier's capacity, quality, financial stability, reputation, and reliability; inspections; product testing, and performance reviews. Our criteria for approving suppliers are not available to you. We permit you to contract with alternative suppliers who meet our criteria only if you request our approval in writing, and we grant approval. There is no fee for us to review or approve an alternate supplier. We will provide you with written notification of the approval or disapproval of any supplier you propose within 30 days after receipt of your request. We may grant approvals of new suppliers or revoke past approvals of suppliers on written notice to you, or by updating our Manual.

#### **Issuing Specifications and Standards**

We issue specifications and standards to you for applicable aspects of the franchise in our Manual and/or in written directives. 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 Manual 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) issue new or revised specifications only after evaluating the intended changes. We may also conduct limit market testing in one or more outlets.

#### Revenue to Us and Our Affiliates

We currently do not derive revenue from the required purchases and leases by franchisees. However, the franchise agreement does not prohibit us from doing so.

#### Proportion of Required Purchases and Leases

We estimate that the required purchases and leases to establish your business is 60-80% of your total purchases and leases to establish your business.

We estimate that the required purchases and leases of goods and services to operate your business is 50-70% of your total purchases and leases of goods and services to operate your business.

#### Payments by Designated Suppliers to Us

We do not currently receive payments from any designated suppliers based on purchases by you or other franchisees. However, the franchise agreement does not prohibit us from doing so.

#### Purchasing or Distribution Cooperatives

No purchasing or distribution cooperative currently exists.

#### Negotiated Arrangements

We do not negotiate purchase arrangements with suppliers, including price terms, for the benefit of franchisees. However, we may do so in the future.

#### Benefits Provided to You for Purchases

We do not provide any material benefit to you based on your purchase of particular goods or services, or your use of particular suppliers.

#### 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.

Obligation	Section in agreement	Disclosure document item
a. Site selection and acquisition/lease	§§ 6.1, 6.2	Item 11

Obligation	Section in agreement	Disclosure document item
b. Pre-opening purchase/leases	§§ 6.2, 6.3	Items 5, 7, 8 and 11
c. Site development and other pre-opening requirements	Article 6	Items 5, 7, 8 and 11
d. Initial and ongoing training	§§ 5.2, 6.4, 7.6	Items 5, 6, 8 and 11
e. Opening	§§ 6.5, 6.6	Items 7, 8 and 11
f. Fees	Article 4, §§ 5.3, 7.8, 8.4, 10.5, 11.2, 11.3, 15.2, 16.1, 17.6	Items 5, 6 and 7
g. Compliance with standards and policies/operating manual	§§ 6.3, 7.1, 7.3, 7.5, 7.9 – 7.13, 7.15, 9.1, 10.1, 10.4, 11.1	Items 8, 11 and 14
h. Trademarks and proprietary information	Article 12, § 13.1	Items 13 and 14
i. Restrictions on products/services offered	§ 7.3	Items 8, 11 and 16
j. Warranty and customer service requirements	§§ 7.3, 7.8, 7.9	Item 8
k. Territorial development and sales quotas	§ 2.2	Item 12
1. Ongoing product/service purchases	Article 8	Items 6 and 8
m. Maintenance, appearance, and remodeling requirements	§§ 3.2, 7.12, 7.13, 15.2	Items 6, 7 and 8
n. Insurance	§ 7.15	Items 6, 7 and 8
o. Advertising	Article 9	Items 6, 7, 8 and 11
p. Indemnification	Article 16	Items 6 and 8
q. Owner's participation/management/staffing	§ 2.4	Items 15
r. Records and reports	Article 10	Item 11
s. Inspections and audits	§§ 10.5, 11.2	Items 6 and 11
t. Transfer	Article 15	Items 6 and 17
u. Renewal	§ 3.2	Items 6 and 17
v. Post-termination obligations	Article 13, § 14.3	Item 17
w. Non-competition covenants	§ 13.2	Item 17
x. Dispute resolution	Article 17	Items 6 and 17

#### Item 10 FINANCING

We do not offer direct or indirect financing. We do not guarantee your note, lease or obligations.

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

Except as listed below, we are not required to provide you with any assistance.

#### Our Pre-Opening Obligations

Before you open your business:

- A. We will review and advise you regarding potential locations that you submit to us. (Section 5.2). If you sign a Multi-Unit Development Agreement, we will approve the location of future sites and territories for those sites, and our then-current standards for sites and territories will apply. We are not obligated to further assist you in locating a site or negotiating the purchase or lease of the site.
  - (i) We generally do not own your premises and lease it to you.
  - (ii) If your site is not already known and approved by us when you sign your franchise agreement, then we and you will specify in your franchise agreement the area in which you must select a site (Franchise Agreement, Summary Page). We do not select your site. You must find a potential site and submit your site to us for approval, together with all information and documents about the site that we request. When we accept a site, we will issue a Location Acceptance Letter (in the form of Attachment 2 to the Franchise Agreement).
  - (iii) The factors we consider in approving sites are general location and neighborhood, competition, trade area demographics, traffic patterns, parking, size, physical characteristics of existing buildings, and lease terms.
  - (iv) The time limit for us to approve or disapprove your proposed site is 30 days after you submit all of our required documents and information. (Section 6.1). If we and you cannot agree on a site, you will be unable to comply with your obligation to develop and open the franchise by the deadline stated in the franchise agreement. Unless we agree to extend the deadline, you will be in default and we may terminate your franchise agreement.
  - (v) Upon request, we will advise you regarding conforming the premises of your site to local ordinances and building codes and obtaining any required permits. However, this will be your responsibility. (Section 5.2)

- B. We will advise you regarding the layout, design, and build-out of your business. (Section 5.2)
- C. All hiring decisions and conditions of employment are your sole responsibility. (Section 7.5)
- D. We will provide you a list of our specifications and approved suppliers for equipment, signs, fixtures, opening inventory, and supplies necessary to open your business. (Section 5.2) We do not provide these items directly; we only provide the names of approved suppliers. We do not deliver or install these items.
  - E. We will give you access to our Operating Manual (Section 5.1).
- F. We will conduct our initial training program. (Section 5.2). The current initial training program is described below.
- G. If you request, we will review your pre-opening business plan and financial projections. (Section 5.2)
- H. If you request, we will advise you regarding the planning and execution of your market introduction plan. (Section 5.2)
- I. We will have a representative provide on-site support for at least two days in connection with your business opening, at our expense. (Section 5.2)

#### Length of Time to Open

The typical length of time between signing the franchise agreement and the opening of your business is six to twelve months. Factors that may affect the time period include your ability to obtain a lease, obtain financing, develop your location, obtain business permits and licenses, and hire employees.

#### Our Post-Opening Obligations

After you open your business:

- A. Although it is our intent and practice to refine and develop products or services that you will offer to your customers, the franchise agreement does not obligate us to do so.
- B. All hiring decisions and conditions of employment are your sole responsibility. (Section 7.5)
- C. If you request, we will provide advice to you (by telephone or electronic communication) regarding improving and developing your business, and resolving operating problems you encounter, to the extent we deem reasonable.

- D. Upon your request, we will provide recommended prices for products and services. (Section 5.3). We have the right to determine prices charged by our franchisees for goods and services (but only to the extent permitted by applicable law).
- E. We may provide you with recommended procedures for administration, bookkeeping, accounting, and inventory control (Section 5.3). We may make any such procedures part of required (and not merely recommended) procedures for our system.
- F. We will administer the Marketing Fund (Section 5.3). We will prepare an unaudited annual financial statement of the Marketing Fund within 120 days of the close of our fiscal year and will provide the financial statement to you upon request. (Section 9.3)
- G. We will maintain a website for the ManCave brand, which will include your business information and telephone number. (Section 5.3)

#### **Advertising**

*Our obligation*. We will use the Marketing Fund only for marketing and related purposes and costs. Media coverage is primarily local. We use outside vendors and consultants to produce advertising. We are not required to spend any amount of advertising in the area or territory where any particular franchisee is located. We will maintain the brand website (which may be paid for by the Marketing Fund). We have no other obligation to conduct advertising.

Your own advertising material. You may use your own advertising or marketing material only with our approval. To obtain our approval, you must submit any proposed advertising or marketing material at least 14 days prior to use. If we do not respond, the material is deemed rejected. If you develop any advertising or marketing materials, we may use those materials for any purpose, without any payment to you.

Advertising council. We do not have an advertising council composed of franchisees. The franchise agreement does not give us the power to form an advertising council.

Local or Regional Advertising Cooperatives. We do not currently have any local or regional advertising cooperatives. We have the right to require you to participate in a local or regional advertising cooperative. We will define the area of the cooperative based on media markets, or other geographic criteria that we deem appropriate. Each franchisee in the area would have one vote per outlet (unless the franchisee is in default under its franchise agreement). The amount you must contribute to the cooperative will be determined by vote of the members, but not less than 1% and not more than 5% of gross sales. If our own outlets are members of a cooperative, they must contribute to the cooperative on the same basis as franchisees, and they will vote on the same basis as other members. We administer the cooperative, but we have the right to delegate responsibility for administration to an outside company such as an advertising agency or accounting firm, or to the franchisee members of the cooperative. We have the right to require the cooperative to operate from written bylaws or other governing documents that we determine. The documents are not currently available for you to review. Cooperatives will prepare annual financial statements which will be made available for review only by us and by the members of the cooperative. We have the power to require cooperatives to be formed, changed, dissolved, or merged.

Marketing Fund. You are required to pay 1% of gross sales per month toward our Marketing Fund, and we have the right to raise your contribution up to a maximum of 2% of gross sales per month. We reserve the right to have other franchisees contribute a different amount or at a different rate. Outlets that we own are not obligated to contribute to the Marketing Fund. We administer the fund. The fund is not audited. We will make unaudited annual financial statements available to you upon request.

In the most recently concluded fiscal year, we did not spend any money from the Marketing Fund.

If less than all marketing funds are spent in the fiscal year in which they accrue, the money will remain in the Marketing Fund to be spent in the next year.

No money from the Marketing Fund is spent principally to solicit new franchise sales.

*Market introduction plan.* You must develop a market introduction plan and obtain our approval of the plan at least 30 days before the projected opening date of your business.

*Required spending*. After you open, you must spend at least 2% of gross sales each month on marketing your business. This amount is only a minimum requirement, and we do not represent that it is the optimal amount of money for you to spend on marketing.

#### Point of Sale and Computer Systems

We require you to buy and use "Squire" software system to operate your business. Squire provides online booking of salon and spa services and provides tools to manage point of sale activity, staff resources, booking, client information, and other aspects of your salon. The system will store data regarding sales, cash flow, clients, and other information related to the operation of your business.

You will need an iPad, scanner, printer, card swipers and other hardware and software for the point of sale and back-office functions. We do not require any particular systems at this time.

We estimate that these systems will cost between \$1,000 and \$1,500 to purchase.

We are not obligated to provide any ongoing maintenance, repairs, upgrades, or updates. We do not require you enter into any such contract with a third party.

You must upgrade or update any system when we determine. There is no contractual limit on the frequency or cost of this obligation.

The Squire system currently costs \$50 per month. We estimate that estimate that annual cost of the Squire system plus any optional or required maintenance, updating, upgrading, or support contracts for your other software and computer systems will be \$600 to \$2,000.

You must give us independent access to the information that will be generated or stored in these systems. The information that we may access will include sales, customer data, and reports. There is no contractual limitation on our right to access the information.

#### Operating Manual

See Exhibit G for the table of contents of our Operating Manual as of our last fiscal year end, with the number of pages devoted to each subject. The Manual has 192 pages.

#### **Training Program**

Our training program consists of the following:

#### TRAINING PROGRAM

Subject	Hours of Classroom Training	Hours of On-The-Job Training	Location
Establishing the Business	4	-	Boca Raton, FL
Building your Team	4	-	Boca Raton, FL
Marketing the Business	4	-	Boca Raton, FL
Operations	12	16	Boca Raton, FL and your location
TOTALS:	24	16	

Training classes will be scheduled in accordance with the needs of new franchisees. Training will be held at our offices and business location in Boca Raton, Florida (plus two days of opening support at your location). We reserve the right to vary the length and content of the initial training program based on the experience and skill level of any individual attending the initial training program.

The instructional materials consist of the Operating Manual and other materials, lectures, discussions, and on-the-job demonstration and practice.

Training classes will be led by Emad and Marlene Aovida. Their experience is described in Item 2. They both have nine years of experience in our industry, and nine years of experience with us or our affiliates.

There is no fee for up to three people to attend training. You must pay the travel and living expenses of people attending training.

You must attend training. You may send any additional persons to training that you want (up to the maximum described above). You must complete training to our satisfaction (other than the opening training and support at your location) at least four weeks before opening your business.

We do not currently require additional training programs or refresher courses, but we have the right to do so.

#### Item 12 TERRITORY

#### Your Location

Your franchise is for a specific location. If the specific location is not known at the time you sign a franchise agreement, then your location is subject to our approval.

#### Grant of Territory

Your franchise agreement will specify a territory, which will be determined by us. Your territory will be specified by us and will usually be a 2.5-mile radius around your location. However, if you are in a densely populated area, we may specify a territory with approximately 75,000 people (residential and/or working).

If your business location is not known when you sign your franchise agreement, then we will state your location and territory in a "Location Acceptance Letter" when we approve your location.

#### Relocation; Establishment of Additional Outlets

You do not have the right to relocate your business, and we have no obligation to approve any request for relocation. Our policy is to approve relocation of a franchisee's business on a case-by-case basis, considering factors such as changes in demographics, profitability of your current business, or a loss of your premises due to circumstances beyond your control.

You do not have the right to establish additional franchised outlets unless you sign a Multi-Unit Development Agreement ("MUDA") in the form attached as Exhibit C to this disclosure document. If you and we sign a MUDA, then you will have the right to establish a mutually-agreed number of additional outlets on a mutually-agreed schedule. Under the MUDA, your right to develop additional outlets is subject to (1) you must comply with the mutually-agreed development schedule, (2) you must have sufficient financial and organizational capacity to develop, open, operate, and manage each additional ManCave business, (3) you must be in compliance with all brand requirements at your open ManCave business(es), and (4) you must not be in default under any other agreement with us. We will approve the location of future sites and territories for those sites, and our then-current standards for sites and territories will apply. For each future site, you must sign our then-current form of Franchise Agreement, which may be materially different than the original Franchise Agreement that you signed. The franchise fees you pay upon signing the MUDA are not refundable. You are not obligated to exercise your development rights and develop additional outlets under the MUDA, and you may terminate it any time without penalty (other than your loss of such franchise fees). If you do not meet your development schedule in the MUDA, we have the right to terminate your right to develop additional outlets.

#### Options to Acquire Additional Franchises

You do not receive any options, rights of first refusal, or similar rights to acquire additional franchises.

#### **Territory Protection**

In your franchise agreement, we grant you an exclusive territory. In your territory, we will not establish either a company-owned or franchised outlet selling the same or similar goods or services under the same or similar trademarks or service marks as a ManCave outlet. The continuation of your territorial exclusivity does not depend on achieving a certain sales volume, market penetration, or other contingency. There are no circumstances that permit us to modify your territorial rights.

If you sign a MUDA, you do not receive an exclusive territory as an area developer. Therefore, with respect to a MUDA, we make the following disclosure: You will not receive an exclusive territory. You may face competition from other franchisees, from outlets that we own, or from other channels of distribution or competitive brands that we control.

#### Restrictions on Us from Soliciting or Accepting Orders in Your Territory

There are no restrictions on us from soliciting or accepting orders from consumers inside your territory. We reserve the right to use other channels of distribution, such as the internet, catalog sales, telemarketing, or other direct marketing sales, to make sales within your territory using our principal trademarks or using trademarks different from the ones you will use under your franchise agreement. We do not pay any compensation to you for soliciting or accepting orders from inside your territory.

#### Soliciting by You Outside Your Territory

There are no restrictions on you from soliciting or accepting orders from consumers outside of your territory, except that all marketing and advertising is subject to our approval.

#### Competition by Us Under Different Trademarks

Neither we nor any of our affiliates operates, franchises, or has plans to operate or franchise a business under a different trademark selling goods or services similar to those you will offer. However, the franchise agreement does not prohibit us from doing so.

#### Item 13 TRADEMARKS

#### Principal Trademarks

The following are the principal trademarks that we license to you. These trademarks are owned by our owner, Emad Aovida. They are registered on the Principal Register of the United States Patent and Trademark Office.

Trademark	Registration Date	Registration Number
Man	December 25, 2012	4265117
MAN CAVE	October 29, 2019	5894818

All required affidavits have been filed. The registrations have not yet been renewed.

#### Determinations

There are no currently effective material determinations of the United States Patent and Trademark Office, the Trademark Trial and Appeal Board, or any state trademark administrator or court. There are no pending infringement, opposition, or cancellation proceedings.

#### Litigation

There is no pending material federal or state court litigation regarding our use or ownership rights in a trademark.

#### Agreements

Emad Aovida, our owner, owns the trademarks described in this Item. Under a License Agreement between us and Emad Aovida, we have been granted the exclusive right to sublicense the trademarks to franchisees throughout the United States. The agreement is of perpetual duration. It may be modified only by mutual consent of the parties. It may be canceled by our affiliate only if (1) we materially misuse the trademarks and fail to correct the misuse, or (2) we discontinue commercial use of the trademarks for a continuous period of more than one year. The License Agreement specifies that if it is ever terminated, your franchise rights will remain unaffected.

#### Protection of Rights

We protect your right to use the principal trademarks listed in this Item, and we protect you against claims of infringement or unfair competition arising out of your use of the trademarks, to the extent described in this section.

The franchise agreement obligates you to notify us of the use of, or claims of rights to, a trademark identical to or confusingly similar to a trademark licensed to you. The franchise agreement does not require us to take affirmative action when notified of these uses or claims. We have the right to control any administrative proceedings or litigation involving a trademark licensed by us to you.

If you use our trademarks in accordance with the franchise agreement, then (i) we will defend you (at our expense) against any legal action by a third party alleging infringement by your

use of the trademark, and (ii) we will indemnify you for expenses and damages if the legal action is resolved unfavorably to you.

Under the franchise agreement, we may require you to modify or discontinue using a trademark, at your expense. You will have a reasonable period of time to comply with the change, not to exceed 90 days. After such period, you would no longer have the right to use the unmodified or discontinued trademark. Your rights under the franchise agreement do not change, other than the modification or discontinuation of the trademark.

#### Superior Prior Rights and Infringing Uses

We do not know of either superior prior rights or infringing uses that could materially affect your use of the principal trademarks.

### Item 14 PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION

#### **Patents**

We do not own rights in, or licenses to, patents that are material to the franchise. We do not have any pending patent applications.

#### Copyrights

All of our original works of authorship fixed in a tangible medium of expression are automatically protected under the U.S. Copyright Act, whether or not we have obtained registrations. This includes our Operating Manual as well as all other sales, training, management and other materials that we have created or will create. You may use these copyrighted materials during the term of the franchise, in a manner consistent with our ownership rights, solely for your franchised business.

We do not have any registered copyrights. There are no pending copyright applications for our copyrighted materials. There are no currently effective determinations of the U.S. Copyright Office (Library of Congress) or any court regarding any copyright.

There are no agreements currently in effect that limit our right to use or license the use of our copyrighted materials.

We have no obligation to protect any of our copyrights or to defend you against claims arising from your use of copyrighted items. The franchise agreement does not require us to take affirmative action when notified of copyright infringement. We control any copyright litigation. We are not required to participate in the defense of a franchisee or indemnify a franchisee for expenses or damages in a proceeding involving a copyright licensed to the franchisee. We may require you to modify or discontinue using the subject matter covered by any of our copyrights, at your expense.

We do not know of any copyright infringement that could materially affect you.

#### **Proprietary Information**

We have a proprietary, confidential Operating Manual and related materials that include guidelines, standards and policies for the development and operation of your business. We also claim proprietary rights in other confidential information or trade secrets that include all methods for developing and operating the business, and all non-public plans, data, financial information, processes, vendor pricing, supply systems, marketing systems, formulas, techniques, designs, layouts, operating procedures, customer data, information and know-how.

All customer data and point-of-sale data generated by your business is confidential information and is exclusively owned by us. We license such data back to you without charge solely for your use in connection with your ManCave business.

You (and your owners, if the franchise is owned by an entity) must protect the confidentiality of our Operating Manual and other proprietary information, and you must use our confidential information only for your franchised business. We require your managers and key employees to sign confidentiality agreements.

You must disclose to us all ideas, plans, improvements, concepts, methods, and techniques relating to your ManCave business that you conceive or develop. We will automatically own all such innovations, and we will have the right to incorporate any innovations into our system for use by all franchisees, without any compensation to you.

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

#### Your Participation

You must devote substantial time and attention to the direct operation of your business.

If your business has multiple owners, then you must designate one owner as your "Principal Executive". The Principal Executive is the chief executive officer of your business. The Principal Executive must own at least 30% of the business. The Principal Executive must complete our initial training program. The Principal Executive must complete any post-opening training programs that we develop in the future. The Principal Executive must make reasonable efforts to attend all in-person meetings and remote meetings (such as telephone or video conference calls), including regional or national brand conferences, that we require. The Principal Executive cannot fail to attend more than three consecutive required meetings.

If your business is owned by an entity, all owners of the business must sign our Guaranty and Non-Compete Agreement (see Attachment 3 to Exhibit B).

#### "On-Premises" Supervision

You are not required to personally conduct "on-premises" supervision (that is, act as general manager) of your business. However, if you do not intend to operate the business on a day-

to-day basis, you must hire a general manager to run your business that is approved by us. You must participate in your business and make owner-level decisions.

There is no limit on who you can hire as an on-premises supervisor. The general manager of your business (whether that is you or a hired person) must successfully complete our training program.

If the franchise business is owned by an entity, we do not require that the general manager own any equity in the entity.

#### Restrictions on Your Manager

You must have your general manager (and other key employees that we reasonably designate) sign a confidentiality and non-compete agreement. We will not require you to enter into a confidentiality and non-compete agreement that violates applicable state law. We do not require you to place any other restrictions on your general manager.

### Item 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

You must offer for sale only goods and services that we have approved.

You must offer for sale all goods and services that we require. We have the right to change the types of authorized goods or services, and there are no limits on our right to make changes.

We do not restrict your access to customers, except that all sales must be made at or from your premises.

# 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.

Provision	Section in franchise or other agreement	Summary
a. Length of the franchise term	Franchise Agreement (FA): § 3.1	The term of the franchise agreement is 10 years from date of signing.
	Multi-Unit Development Agreement (MUDA): §1(a)	The MUDA will expire on the date that your last franchise is scheduled to open.

Provision	Section in franchise or other agreement	Summary
b. Renewal or extension of the term	FA: § 3.2 MUDA: none	You may obtain a successor franchise agreement for up to two additional 5-year terms.
c. Requirements for franchisee to renew or extend	FA: § 3.2 MUDA: none	For our franchise system, "renewal" means that at the end of your term, you sign our successor franchise agreement for an additional 5-year term. You may be asked to sign a contract with materially different terms and conditions than your original contract.  To renew, you must give advance notice to us; be in compliance with all contractual obligations to us and third parties; renovate to our then-current standards; sign then-current form of franchise agreement and related documents (including personal guaranty); pay renewal fee; sign general release (unless prohibited by applicable law).  If you continue operating your franchise after the expiration of the term without a renewal agreement, then we may either terminate your operation at any time or deem you to have renewed your agreement for a 5-year term and collect the renewal fee.
d. Termination by franchisee	FA: § 14.1 MUDA: § 4	If we violate a material provision of the franchise agreement and fail to cure or to make substantial progress toward curing the violation within 30 days after notice from you.  If you sign a MUDA, you may terminate it at any time.
e. Termination by franchisor without cause	Not Applicable	
f. Termination by franchisor with cause	FA: § 14.2 MUDA: § 4	We may terminate your agreement for cause, subject to any applicable notice and cure opportunity.  If you sign a Multi-Unit Development Agreement, termination of your MUDA does not give us the right to terminate your franchise agreement. However, if your franchise agreement is terminated, we have the right to terminate your MUDA.

Provision	Section in franchise or other agreement	Summary
g. "Cause" defined curable defaults	FA: § 14.2 MUDA: none	Non-payment by you (10 days to cure); violate franchise agreement other than non-curable default (30 days to cure).
h. "Cause" definednon-curable defaults	FA: § 14.2 MUDA: § 4	FA: Misrepresentation when applying to be a franchisee; knowingly submitting false information; bankruptcy; lose possession of your location; violation of law; violation of confidentiality; violation of non-compete; violation of transfer restrictions; slander or libel of us; refusal to cooperate with our business inspection; operate in a manner dangerous to health or safety (if not corrected within 48 hours); cease operations; three defaults in 12 months; cross-termination; charge or conviction of, or plea to a felony, or commission or accusation of an act that is reasonably likely to materially and unfavorably affect our brand; any other breach of franchise agreement which by its nature cannot be cured. MUDA: failure to meet development schedule; violation of franchise agreement or other agreement which gives us the right to terminate it.
i. Franchisee's obligations on termination/non- renewal	FA: §§ 14.3 – 14.6 MUDA: none	Pay all amounts due; return Manual and proprietary items; notify phone, internet, and other providers and transfer service; cease doing business; remove identification; purchase option by us.
j. Assignment of agreement by franchisor	FA: § 15.1 MUDA: § 7	Unlimited
k. "Transfer" by franchisee - defined	FA: Article 1 MUDA: Background Statement	For you (or any owner of your business) to voluntarily or involuntarily transfer, sell, or dispose of, in any single or series of transactions, (i) substantially all of the assets of the business, (ii) the franchise agreement, (iii) any direct or indirect ownership interest in the business, or (iv) control of the business.
1. Franchisor's approval of transfer by franchisee	FA: § 15.2 MUDA: § 7	No transfers without our approval.

Provision	Section in franchise or other agreement	Summary
m. Conditions for franchisor's approval of transfer	FA: § 15.2 MUDA: none	Pay transfer fee; buyer meets our standards; buyer is not a competitor of ours; buyer and its owners sign our then-current franchise agreement and related documents (including personal guaranty); you've made all payments to us and are in compliance with all contractual requirements; buyer completes training program; you sign a general release (subject to state law); business complies with then-current system specifications (including remodel, if applicable).
n. Franchisor's right of first refusal to acquire franchisee's business	FA: § 15.5 MUDA: none	If you want to transfer your business (other than to your co-owner or your spouse, sibling, or child), we have a right of first refusal.
o. Franchisor's option to purchase franchisee's business	FA: § 14.6 MUDA: none	When your franchise agreement expires or is terminated, we will have the right to purchase any or all of the assets of your business.
p. Death or disability of franchisee	FA: §§ 2.4, 15.4 MUDA: none	If you die or become incapacitated, a new principal executive acceptable to us must be designated to operate the business, and your executor must transfer the business to an approved new owner within nine months.
q. Non-competition covenants during the term of the franchise	FA: § 13.2 MUDA: none	Neither you, any owner of the business, or any spouse of an owner may have ownership interest in, lend money or provide financial assistance to, provide services to, or be employed by, any competitor.
r. Non-competition covenants after the franchise is terminated or expires	FA: § 13.2 MUDA: none	For two years, neither you, any owner of the business, or any spouse of an owner may have ownership interest in, lend money or provide financial assistance to, provide services to, or be employed by a competitor located within five miles of your former territory (or of your development area if no territory had been set) or of the territory of any other ManCave business operating on the date of termination or expiration.
s. Modification of the agreement	FA: § 18.4 MUDA: § 7	No modification or amendment of the agreement will be effective unless it is in writing and signed by both parties. This

Provision	Section in franchise or other agreement	Summary
		provision does not limit our right to modify the Manual or system specifications.
t. Integration/merger clause	FA: § 18.3 MUDA: § 7	Only the terms of the agreement are binding (subject to state law). Any representations or promises outside of the disclosure document and franchise agreement (or MUDA) may not be enforceable. However, no claim made in any franchise agreement (or MUDA) is intended to disclaim the express representations made in this Disclosure Document.
u. Dispute resolution by arbitration or mediation	FA: § 17.1 MUDA: § 7	All disputes are resolved by arbitration (except for injunctive relief) (subject to applicable state law).
v. Choice of forum	FA: §§ 17.1; 17.5 MUDA: § 7	Arbitration will take place where our headquarters is located (currently, Boca Raton, Florida) (subject to applicable state law). Any legal proceedings not subject to arbitration will take place in the District Court of the United States, in the district where our headquarters is then located, or if this court lacks jurisdiction, the state courts of the state and county where our headquarters is then located (subject to applicable state law).
w. Choice of law	FA: § 18.8 MUDA: § 7	Florida (subject to applicable state law).

For additional disclosures required by certain states, refer to Exhibit I - State Addenda to Disclosure Document.

#### 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 outlet 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 location or under particular circumstances.

Table 1: 2022 Gross Sales by ManCave For Men Businesses

Location	Gross Sales	Franchise/Corporate
ManCave Sarasota UTC	\$1,057,603	Franchise
ManCave Mission Bay	\$637,507	Corporate
ManCave Royal Palm	\$475,136	Corporate
ManCave Glades Plaza (Boca Raton, FL)	\$523,331	Franchise
ManCave Pineapple Grove (Delray Beach, FL)	\$573,122	Franchise
ManCave Williston North Dakota	\$563,549	Franchise
ManCave Delray Market	\$389,814	Franchise
ManCave PGA	\$200,378	Franchise
ManCave Sundial	\$273,656	Corporate
ManCave Wellington	\$187,434	Corporate
ManCave UCF/Orlando	\$99,945	Corporate
ManCave St. Petersburg	\$273,566	Corporate

- 1. Table 1 shows 2022 sales for the nine ManCave salons that were open for the entire year. ManCave Palmetto Bay was excluded because it was transitioning to a seller during 2022 and not operational in a manner that is similar to the ManCave locations listed above.
- 2. "Gross Sales" means the total amount of sales generated after the deduction of returns, allowances, and discounts. It does not include gratuities collected and paid to employees.
- 3. We do not anticipate that material financial and operational characteristics of these outlets will differ materially from future operational franchise outlets; however, your outlet may differ materially in characteristics such as length of time in operation, number of stations, square footage, geographic location, trade area demographics, accessibility, visibility, degree of competition, and other factors.

Some outlets have sold these amounts. Your individual results may differ. There is no assurance that you'll sell or earn as much.

Written substantiation of the information contained in this Item 19 will be made available to prospective franchisees upon reasonable request.

Other than the preceding financial performance representation, ManCave Franchising, 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 contacting Emad Aovida, 950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487, and 561-789-5153, the Federal Trade Commission, and the appropriate state regulatory agencies.

### Item 20 OUTLETS AND FRANCHISEE INFORMATION

#### Table 1 Systemwide Outlet Summary For Years 2020 to 2022

Column 1 Outlet Type	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets at the End of the Year	Column 5 Net Change
	2020	5	6	+1
Franchised	2021	6	7	+1
	2022	7	10	+3
	2020	5	6	+1
Company-Owned	2021	6	7	+1
	2022	7	7	+0
	2020	10	12	+2
Total Outlets	2021	12	14	+2
	2022	14	17	+3

Table 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For Years 2020 to 2022

Column 1 State	Column 2 Year	Column 3 Number of Transfers
North Dalacta	2020	0
North Dakota	2021	1

Column 1 State	Column 2 Column 3 Year Number of Tran	
	2022	0
	2020	0
Total	2021	1
	2022	0

Table 3 Status of Franchised Outlets For Years 2020 to 2022

Column 1 State	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets Opened	Column 5 Termi- nations	Column 6 Non- Renewals	Column 7 Reacquired by Franchisor	Column 8 Ceased Operations - Other Reasons	Column 9 Outlets at End of the Year
	2020	4	1	0	0	0	0	5
Florida	2021	5	1	0	0	0	0	6
	2022	6	3	0	0	0	0	9
	2020	1	0	0	0	0	0	1
North Dakota	2021	1	0	0	0	0	0	1
	2022	1	0	0	0	0	0	1
	2020	5	1	0	0	0	0	6
Totals	2021	6	1	0	0	0	0	7
	2022	7	3	0	0	0	0	10

Table 4 Status of Company-Owned Outlets For Years 2020 to 2022

Column 1 State	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets Opened	Column 5 Outlets Reacquired from Franchisee	Column 6 Outlets Closed	Column 7 Outlets Sold to Franchisee	Column 8 Outlets at End of the Year
	2020	5	1	0	0	0	6
Florida	2021	6	1	0	0	0	7
	2022	7	0	0	0	0	7

Column 1 State	Column 2 Year	Column 3 Outlets at the Start of the Year	Column 4 Outlets Opened	Column 5 Outlets Reacquired from Franchisee	Column 6 Outlets Closed	Column 7 Outlets Sold to Franchisee	Column 8 Outlets at End of the Year
	2020	5	1	0	0	0	6
Totals	2021	6	1	0	0	0	7
	2022	7	0	0	0	0	7

Table 5
Projected Openings As Of December 31, 2022

Column 1 State	Column 2 Franchise Agreements Signed but Outlet Not Opened	Column 3 Projected New Franchised Outlets in the Next Fiscal Year	Column 4 Projected New Company- Owned Outlets in the Next Fiscal Year	
Florida	5	5	0	
Totals	5	5	0	

# **Current Franchisees**

Exhibit H contains the names of all current franchisees (as of the end of our last fiscal year) and the address and telephone number of each of their outlets.

# Former Franchisees

Exhibit H contains the name, city and state, and current business telephone number, or if unknown, the last known home telephone number of every franchisee who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during the most recently completed fiscal year or who have not communicated with us within 10 weeks of the disclosure document issuance date.

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.

# **Confidentiality Clauses**

In the last three fiscal years, no franchisees have signed any contract, order, or settlement provision that directly or indirectly restricts a current or former franchisee from discussing his or her personal experience as a franchisee in our system with any prospective franchisee.

# Franchisee Organizations

There are no trademark-specific franchisee organizations associated with our franchise system.

# Item 21 FINANCIAL STATEMENTS

Exhibit F contains our audited financial statements for the years ending December 31, 2022, December 31, 2021, and December 31, 2020.

# Item 22 CONTRACTS

Copies of all proposed agreements regarding this franchise offering are attached as the following Exhibits:

- B. Franchise Agreement (with Guaranty and Non-Compete Agreement)
- C. Multi-Unit Development Agreement
- D. Rider to Lease Agreement
- E. Form of General Release
- J. State Addenda to Agreements

# Item 23 RECEIPTS

Detachable documents acknowledging your receipt of this disclosure document are attached as the last two pages of this disclosure document.

#### **EXHIBIT A**

# STATE ADMINISTRATORS AND AGENTS FOR SERVICE OF PROCESS

We may register this Disclosure Document in some or all of the following states in accordance with the applicable state law. If and when we pursue franchise registration, or otherwise comply with the franchise investment laws, in these states, the following are the state administrators responsible for the review, registration, and oversight of franchises in each state and the state offices or officials that we will designate as our agents for service of process in those states:

State	State Administrator	Agent for Service of Process (if different from State Administrator)
California	Department of Financial Protection & Innovation 2101 Arena Blvd. Sacramento, CA 95834 (213) 576-7500 Toll Free: (866) 275-2677	Commissioner of the Department of Financial Protection & Innovation 2101 Arena Blvd. Sacramento, CA 95834 (213) 576-7500 Toll Free: (866) 275-2677
Hawaii	Department of Commerce and Consumer Affairs Business Registration Division Commissioner of Securities P.O. Box 40 Honolulu, HI 96810 (808) 586-2722	Commissioner of Securities Department of Commerce and Consumer Affairs Business Registration Division Securities Compliance Branch 335 Merchant Street, Room 203 Honolulu, HI 96813
Illinois	Franchise Bureau Office of Attorney General 500 South Second Street Springfield, IL 62706 (217) 782-4465	
Indiana	Franchise Section Indiana Securities Division Secretary of State Room E-111 302 W. Washington Street Indianapolis, IN 46204 (317) 232-6681	
Maryland	Office of the Attorney General Division of Securities 200 St. Paul Place Baltimore, MD 21202-2020 (410) 576-6360	Maryland Commissioner of Securities 200 St. Paul Place Baltimore, MD 21202-2020
Michigan	Michigan Attorney General's Office Consumer Protection Division Attn: Franchise Section 525 W. Ottawa Street Williams Building, 1st Floor Lansing, MI 48933 (517) 373-7117	

State	State Administrator	Agent for Service of Process (if different from State Administrator)
	Minnesota Department of Commerce	Commissioner of Commerce
Minnesota	Securities-Franchise Registration	Minnesota Department of Commerce
	85 7 <sup>th</sup> Place East, Suite 280	85 7 <sup>th</sup> Place East, Suite 280
	St. Paul, MN 55101-2198	St. Paul, MN 55101-2198
	(651) 539-1500	(651) 539-1500
	New York State Department of Law	(621) 233 1200
	Investor Protection Bureau	Secretary of State
New York	28 Liberty St. 21st Floor	99 Washington Avenue
New Tork	New York, NY 10005	Albany, NY 12231
	212-416-8222	Albany, NT 12231
	North Dakota Securities Department	
	600 East Boulevard Ave., State Capital Fifth Floor,	
North Dakota	•	
North Dakota	Dept. 414	
	Bismarck, ND 58505-0510	
	(701) 328-4712	
	Department of Consumer & Business Services	
	Division of Finance and Corporate Securities	
Oregon	Labor and Industries Building	
	Salem, Oregon 97310	
	(503) 378-4140	
	Department of Business Regulation	
	Securities Division	
Rhode Island	1511 Pontiac Avenue	
1000 1510110	Building 68-2	
	Cranston, RI 02920-4407	
	(401) 462-9527	
	Division of Insurance	
	Securities Regulation	
South Dakota	124 South Euclid Suite 104	
	Pierre, SD 57501-3185	
	(605) 773-3563	
	State Corporation Commission	Clerk of the State Corporation
	1300 East Main Street	Commission
Virginia	9th Floor	1300 East Main Street, 1st Floor
	Richmond, VA 23219	
	(804) 371-9051	Richmond, VA 23219
	Department of Financial Institutions	Department of Financial Institutions
Washington	Securities Division	Securities Division
	P.O. Box 9033	150 Israel Rd SW
	Olympia, WA 98507	Tumwater, WA 98501
	(360) 902-8760	(360) 902-8760
	Division of Securities	Division of Securities
	Department of Financial Institutions	Department of Financial Institutions
Wisconsin	4822 Madison Yards Way	4822 Madison Yards Way
· · · · ·	Madison, WI 53705	Madison, WI 53705
	(608) 266-0448	(608) 261-7577

# EXHIBIT B FRANCHISE AGREEMENT



# FRANCHISE AGREEMENT

SUMMARY PAGE				
1.	Franchisee			
2.	Initial Franchise Fee	\$45,000		
3.	Development Area		-	
4.	<b>Business Location</b>		-	
5.	Territory		-	
6.	<b>Opening Deadline</b>			
7.	Principal Executive			
8.	Franchisee's Address			

#### FRANCHISE AGREEMENT

This Agreement is made between ManCave Franchising, LLC, a Florida limited liability company ("ManCave Franchising"), and Franchisee effective as of the date signed by ManCave Franchising (the "Effective Date").

### **Background Statement:**

- A. ManCave Franchising and its affiliate ManCave for Men, LLC have created and own a system (the "<u>System</u>") for developing and operating a salon primarily targeted at under the trade name "ManCave."
- B. The System includes (1) methods, procedures, and standards for developing and operating a ManCave business, (2) plans, specifications, equipment, signage, and trade dress for ManCave businesses, (3) particular products and services, (4) the Marks, (5) training programs, (6) business knowledge, (7) marketing plans and concepts, and (8) other mandatory or optional elements as determined by ManCave Franchising from time to time.
- C. The parties desire that ManCave Franchising license the Marks and the System to Franchisee for Franchisee to develop and operate a ManCave business on the terms and conditions of this Agreement.

#### **ARTICLE 1. DEFINITIONS**

- "Action" means any action, suit, proceeding, claim, demand, governmental investigation, governmental inquiry, judgment or appeal thereof, whether formal or informal.
- "Approved Vendor" means a supplier, vendor, or distributor of Inputs which has been approved by ManCave Franchising.
- "Business" means the ManCave business owned by Franchisee and operated under this Agreement.
- "Competitor" means any business which offers men's salon services from a retail location.
- "Confidential Information" means all non-public information of or about the System, ManCave Franchising, and any ManCave business, including all methods for developing and operating the Business, and all non-public plans, data, financial information, processes, vendor pricing, supply systems, marketing systems, formulas, techniques, designs, layouts, operating procedures, customer data, information and know-how.
- "Gross Sales" means the total dollar amount of all sales generated through the Business for a given period, including, but not limited to, payment for any services or products sold by Franchisee, whether for cash or credit. Gross Sales does not include (i) bona fide refunds to customers, (ii) sales taxes collected by Franchisee, or (iii) sales of prepaid cards or similar products (but the redemption of any such card or product will be included in Gross Sales).

"Input" means any goods, services, supplies, fixtures, equipment, inventory, computer hardware and software, real estate, or comparable items related to establishing or operating the Business.

"**Location**" means the location stated on the Summary Page. If no location is stated on the Summary Page, then the Location will be determined in accordance with <u>Section 6.1</u>.

"Losses" includes (but is not limited to) all losses; damages; fines; charges; expenses; lost profits; reasonable attorneys' fees; travel expenses, expert witness fees; court costs; settlement amounts; judgments; loss of ManCave Franchising's reputation and goodwill; costs of or resulting from delays; financing; costs of advertising material and media time/space and the costs of changing, substituting or replacing the same; and any and all expenses of recall, refunds, compensation, public notices and other such amounts incurred in connection with the matters described.

"Manual" means ManCave Franchising's confidential Operating Manual(s), including any supplements, additions, or revisions from time to time, which may be in any form or media.

"Marketing Fund" means the fund established (or which may be established) by ManCave Franchising into which Marketing Fund Contributions are deposited.

"Marks" means the trade name and logo contained on the Summary Page, and all other trade names, trademarks, service marks and logos specified by ManCave Franchising from time to time for use in a ManCave business.

"Owner" means each person or entity which directly or indirectly owns or controls any equity of Franchisee. If Franchisee is an individual person, then "Owner" means Franchisee.

"Privacy Information" means all information that identifies, relates to, describes, is reasonably capable of being associated with, or could reasonably be linked, directly or indirectly, with a particular consumer or household. Privacy Information includes but is not limited to, the following if it identifies, relates to, describes, is reasonably capable of being associated with, or could reasonably be linked, directly or indirectly, with a particular consumer or household: identifiers such as a real name, alias, postal address, unique personal identifier, online identifier, Internet Protocol address, email address, account name, social security number, driver's license or state identification card number, passport number, signature, physical characteristics or description, telephone number, insurance policy number, bank account number, credit card number, debit card number or any other financial information, medical information or health insurance information; characteristics of protected classifications under state or federal law; commercial information, including records of personal property, products or services purchased, obtained or considered, or other purchasing or consuming histories or tendencies; biometric information; Internet or other electronic network activity information including, but not limited to, browsing history, search history, and information regarding a consumer's interaction with an internet website, application, or advertisement; geolocation data; audio or electronic information; professional or employmentrelated information; education information that is not publicly available personally identifiable information as defined in the Family Educational Rights and Privacy Act (20 USC § 1232g; 34 CFR Part 99); and inferences drawn from any of the information identified in this subsection to create a profile about a consumer reflecting the consumer's preferences, characteristics, psychological trends, predispositions, behavior, attitudes, intelligence, abilities and aptitudes.

Privacy Information does not include publicly available information that is lawfully made available to the general public from federal, state, or local government records.

"Remodel" means a refurbishment, renovation, and remodeling of the Location to conform to the building design, exterior facade, trade dress, signage, fixtures, furnishings, equipment, decor, color schemes, presentation of the Marks, and other System Standards in a manner consistent with the image then in effect for a new ManCave business.

"Required Vendor" means a supplier, vendor, or distributor of Inputs which ManCave Franchising requires franchisees to use.

"System Standards" means, as of any given time, the then-current mandatory procedures, requirements, and/or standards of the System as determined by ManCave Franchising, which may include without limitation, any procedures, requirements and/or standards for appearance, business metrics, cleanliness, customer service, data protection and privacy, design (such as construction, decoration, layout, furniture, fixtures and signs), environmental protection and sustainability, equipment, inventory, maintenance, marketing and public relations, minimum numbers and types of personnel, operating days, operating hours, presentation of Marks, product and service offerings, quality of products and services (including any guaranty and warranty programs), reporting, safety, technology (such as computers, computer peripheral equipment, smartphones, point-of-sale systems, back-office systems, information management systems, security systems, video monitors, other software, backup and archiving systems, communications systems (including email, audio, and video systems), payment acceptance systems, and internet access, as well as upgrades, supplements, and modifications thereto), temporary operational changes due to special circumstances (such as a pandemic), uniforms, and vehicles.

"**Territory**" means the territory stated on the Summary Page. If no territory is stated on the Summary Page, then the Territory is determined in accordance with <u>Section 6.1</u>.

"Transfer" means for Franchisee (or any Owner) to voluntarily or involuntarily transfer, sell, or dispose of, in any single or series of transactions, (i) substantially all of the assets of the Business, (ii) this Agreement, (iii) any direct or indirect ownership interest in the Business, or (iv) control of the Business.

# ARTICLE 2. GRANT OF LICENSE

- **2.1 Grant.** ManCave Franchising grants to Franchisee the right to operate a ManCave business solely at the Location. If no Location is stated on the Summary Page when this Agreement is signed, then the parties will determine the Location in accordance with <u>Section 6.1</u>. Franchisee shall develop, open and operate a ManCave business at the Location for the entire term of this Agreement.
- **2.2 Protected Territory.** ManCave Franchising shall not establish, nor license the establishment of, another business within the Territory selling the same or similar goods or services under the same or similar trademarks or service marks as a ManCave business. ManCave Franchising retains the right to:

- (i) establish and license others to establish and operate ManCave businesses outside the Territory, notwithstanding their proximity to the Territory or their potential impact on the Business;
- (ii) operate and license others to operate businesses anywhere that do not sell the same or similar goods or services under the same or similar trademarks or service marks as a ManCave business; and
- (iii) sell and license others to sell products and services in the Territory through channels of distribution (including the internet) other than ManCave outlets.
- **2.3** Franchisee Control. Franchisee represents that Attachment 1 (i) identifies each owner, officer and director of Franchisee, and (ii) describes the nature and extent of each owner's interest in Franchisee. If any information on Attachment 1 changes (which is not a Transfer), Franchisee shall notify ManCave Franchising within 10 days.
- **2.4 Principal Executive.** Franchisee agrees that the person designated as the "Principal Executive" on the Summary Page is the chief executive officer of the Business and has decision-making authority on behalf of Franchisee. The Principal Executive must have at least 30% ownership interest in Franchisee. The Principal Executive does not have to serve as a day-to-day general manager of the Business, but the Principal Executive must devote substantial time and attention to the Business. If the Principal Executive dies, becomes incapacitated, transfers his/her interest in Franchisee, or otherwise ceases to be the executive primarily responsible for the Business, Franchisee shall promptly designate a new Principal Executive, subject to ManCave Franchising's reasonable approval.
- **2.5 Guaranty.** If Franchisee is an entity, then Franchisee shall have each Owner sign a personal guaranty of Franchisee's obligations to ManCave Franchising, in the form of <u>Attachment 3</u>.
- **2.6 No Conflict.** Franchisee represents to ManCave Franchising that Franchisee and each of its Owners (i) are not violating any agreement (including any confidentiality or non-competition covenant) by entering into or performing under this Agreement, (ii) are not a direct or indirect owner of any Competitor, and (iii) are not listed or "blocked" in connection with, and are not in violation under, any anti-terrorism law, regulation, or executive order.

#### ARTICLE 3. TERM

- **3.1 Term.** This Agreement commences on the Effective Date and continues for 10 years.
- **3.2** Successor Agreement. When the term of this Agreement expires, Franchisee may enter into successor agreements for up to two periods of 5 years each, subject to the following conditions prior to each expiration:
  - (i) Franchisee notifies ManCave Franchising of the election to renew between 90 and 180 days prior to the end of the term;

- (ii) Franchisee (and its affiliates) are in compliance with this Agreement and all other agreements with ManCave Franchising (or any of its affiliates) at the time of election and at the time of renewal;
- (iii) Franchisee has made or agrees to make (within a period of time acceptable to ManCave Franchising) renovations and changes to the Business as ManCave Franchising requires to conform to the then-current System Standards (including a Remodel, if applicable);
- (iv) Franchisee and its Owners execute ManCave Franchising's then-current standard form of franchise agreement and related documents (including personal guaranty), which may be materially different than this form (including, without limitation, higher and/or different fees), except that Franchisee will not pay another initial franchise fee and will not receive more renewal or successor terms than stated in this Section;
- (v) Franchisee pays a \$10,000 renewal fee; and
- (vi) Franchisee and each Owner executes a general release (on ManCave Franchising's then-standard form) of any and all claims against ManCave Franchising, its affiliates, and their respective owners, officers, directors, agents and employees.

#### **ARTICLE 4. FEES**

- **4.1 Initial Franchise Fee.** Upon signing this Agreement, Franchisee shall pay an initial franchise fee in the amount stated on the Summary Page. This initial franchise fee is not refundable under any circumstances.
- **4.2 Royalty Fee.** Franchisee will begin paying a monthly Royalty Fee to ManCave Franchising equal to 5% of Gross Sales commencing when the Franchisee earns its first dollar in Gross Sales. The Royalty Fee for any given calendar month is due on the 5<sup>th</sup> day of the following month.

# 4.3 Marketing Contributions.

- (a) <u>Marketing Fund Contribution</u>. Franchisee shall pay ManCave Franchising a contribution to the Marketing Fund (the "<u>Marketing Fund Contribution</u>") equal to 1% of Franchisee's Gross Sales (or such lesser amount as ManCave Franchising determines), at the same time as the Royalty Fee. ManCave Franchising may raise the Marketing Fund Contribution up to 2% of Gross Sales after at least 30 days' prior notice.
- (b) <u>Market Cooperative Contribution</u>. If the Business participates in a Market Cooperative, then Franchisee shall contribute to the Market Cooperative a percentage of Gross Sales (or other amount) determined by the Market Cooperative, not to exceed 5%.
- **4.4 Non-Compliance Fee.** ManCave Franchising may charge Franchisee \$500 for any instance of non-compliance with the System Standards or this Agreement (other than Franchisee's non-payment of a fee owed to ManCave Franchising) which Franchisee fails to cure after 30 days' notice. Thereafter, ManCave Franchising may charge Franchisee \$250 per week until Franchisee

ceases such non-compliance. This fee is a reasonable estimate of ManCave Franchising's internal cost of personnel time attributable to addressing the non-compliance, and it is not a penalty or estimate of all damages arising from Franchisee's breach. The non-compliance fee is in addition to all of ManCave Franchising's other rights and remedies (including default and termination under Section 14.2).

# 4.5 Payment Terms.

- (a) <u>Method of Payment</u>. Franchisee shall pay the Royalty Fee, Marketing Fund Contribution, and any other amounts owed to ManCave Franchising by pre-authorized bank draft or in such other manner as ManCave Franchising may require. Franchisee shall comply with ManCave Franchising's payment instructions.
- (b) <u>Calculation of Fees</u>. Franchisee shall report monthly Gross Sales to ManCave Franchising by the 5<sup>th</sup> day of the following month. If Franchisee fails to report monthly Gross Sales, then ManCave Franchising may withdraw estimated Royalty Fees and Marketing Fund Contributions equal to 125% of the last Gross Sales reported to ManCave Franchising, and the parties will true-up the actual fees after Franchisee reports Gross Sales. Franchisee acknowledges that ManCave Franchising has the right to remotely access Franchisee's point-of-sale system to calculate Gross Sales.
- (c) <u>Late Fees and Interest</u>. If Franchisee does not make a payment on time, Franchisee shall pay a \$100 "late fee" plus interest on the unpaid amount at a rate equal to 18% per year (or, if such payment exceeds the maximum allowed by law, then interest at the highest rate allowed by law).
- (d) <u>Insufficient Funds</u>. ManCave Franchising may charge \$30 for any payment returned for insufficient funds (or, if such amount exceeds the maximum allowed by law, then the fee allowed by law).
- (e) <u>Costs of Collection</u>. Franchisee shall repay any costs incurred by ManCave Franchising (including reasonable attorney fees) in attempting to collect payments owed by Franchisee.
- (f) <u>Application</u>. ManCave Franchising may apply any payment received from Franchisee to any obligation and in any order as ManCave Franchising may determine, regardless of any designation by Franchisee.
- (g) <u>Obligations Independent; No Set-Off.</u> The obligations of Franchisee to pay to ManCave Franchising any fees or amounts described in this Agreement are not dependent on ManCave Franchising's performance and are independent covenants by Franchisee. Franchisee shall make all such payments without offset or deduction.
- (h) <u>Taxes</u>. Franchisee will be responsible for all sales taxes, use taxes, and other taxes imposed on the fees payable by Franchisee to ManCave Franchising or its affiliates and on services or goods furnished to Franchisee by ManCave Franchising or its affiliates, unless the tax is an income tax assessed on ManCave Franchising or its affiliate for doing business in the state where the Business is located.

#### ARTICLE 5. ASSISTANCE

**5.1 Manual.** ManCave Franchising shall make its Manual available to Franchisee.

# 5.2 Pre-Opening Assistance.

- (a) <u>Selecting Location</u>. ManCave Franchising shall provide its criteria for ManCave locations to Franchisee. ManCave Franchising will review and advise Franchisee regarding potential locations submitted by Franchisee.
- (b) <u>Development</u>. To the extent ManCave Franchising deems appropriate, ManCave Franchising will advise Franchisee regarding the layout, design, and build-out of the Business. Upon request by Franchisee, ManCave Franchising will advise Franchisee regarding conforming the premises of the Location to local ordinances and building codes and obtaining any required permits. Franchisee acknowledges that compliance with ordinances, codes, and permit requirements are Franchisee's responsibility, and that ManCave Franchising will have no liability to Franchisee arising out of any advice given by ManCave Franchising.
- (c) <u>Vendors</u>. To the extent applicable, ManCave Franchising will provide its specifications and list of Approved Vendors and/or Required Vendors for equipment, signs, fixtures, opening inventory, and supplies to open the Business.
- (d) <u>Business Plan Review</u>. If requested by Franchisee, ManCave Franchising shall review and advise on Franchisee's pre-opening business plan and financial projections. **Franchisee acknowledges that ManCave Franchising accepts no responsibility for the performance of the Business.**
- (e) <u>Pre-Opening Training</u>. ManCave Franchising shall make available its standard preopening training to the Principal Executive and up to two other employees, at ManCave Franchising's headquarters and/or at a ManCave business designated by ManCave Franchising. ManCave Franchising shall not charge any fee for this training. Franchisee is responsible for its own travel, lodging, meal, and other out-of-pocket expenses. ManCave Franchising reserves the right to vary the length and content of the initial training program based on the experience and skill level of any individual attending the program.
- (f) <u>Market Introduction Plan</u>. ManCave Franchising shall advise Franchisee regarding the planning and execution of Franchisee's market introduction plan.
- (g) On-Site Opening Assistance. ManCave Franchising shall have a representative support Franchisee's business opening with at least two days of onsite opening training and assistance, at ManCave Franchising's expense.

# **5.3** Post-Opening Assistance.

(a) <u>Advice, Consulting, and Support</u>. If Franchisee requests, ManCave Franchising will provide advice to Franchisee (by telephone or electronic communication) regarding improving and developing Franchisee's business, and resolving operating problems Franchisee encounters, to the extent ManCave Franchising deems reasonable.

- (b) <u>Pricing</u>. Upon request, ManCave Franchising will provide recommended prices for products and services offered by franchisees of the System.
- (c) <u>Procedures.</u> ManCave Franchising will provide Franchisee with ManCave Franchising's recommended administrative, bookkeeping, accounting, and inventory control procedures. ManCave Franchising may make any such procedures part of required (and not merely recommended) System Standards.
  - (d) <u>Marketing</u>. ManCave Franchising shall manage the Marketing Fund.
- (e) <u>Internet</u>. ManCave Franchising shall maintain a website for ManCave, which will include Franchisee's location and telephone number.

# ARTICLE 6. LOCATION, DEVELOPMENT, AND OPENING

- **6.1 Determining Location and Territory.** If the Location and Territory are not stated on the Summary Page:
- (i) Franchisee shall find a potential Location within the Development Area described on the Summary Page. Franchisee shall submit its proposed Location to ManCave Franchising for acceptance, with all related information and documents ManCave Franchising may request. If ManCave Franchising does not accept the proposed Location in writing within 30 days, then it is deemed rejected.
- (ii) When ManCave Franchising accepts the Location, it will issue a Location Acceptance Letter in the form of <u>Attachment 2</u> which states the Location and Territory. ManCave Franchising shall determine the Territory in its good faith discretion, substantially in accordance with Item 12 of the Franchise Disclosure Document. If ManCave Franchising fails to state the Territory in writing before Franchisee opens the Business to the public, the Territory will be deemed to be a 2.5-mile radius around the Location.
- (iii) ManCave Franchising's advice regarding or acceptance of a site is not a representation or warranty that the Business will be successful, and ManCave Franchising has no liability to Franchisee with respect to the location of the Business.
- **6.2 Lease.** In connection with any lease between Franchisee and the landlord of the Location: (i) if requested by ManCave Franchising, Franchisee must submit the proposed lease to ManCave Franchising for written approval, (ii) the term of the lease (including renewal terms) must be for a period of not less than the term of this Agreement, and (iii) Franchisee shall use commercially reasonable efforts to obtain the landlord's signature to a rider to the lease in the form required by ManCave Franchising.
- **6.3 Development.** Franchisee shall construct (or remodel) and finish the Location in conformity with ManCave Franchising's System Standards. If required by ManCave Franchising, Franchisee shall engage the services of an architect licensed in the jurisdiction of the Location. Franchisee shall not begin any construction or remodeling work without first obtaining ManCave Franchising's approval of Franchisee's plans. ManCave Franchising may, but is not required to, inspect Franchisee's construction or remodeling progress at any reasonable time. Franchisee shall

not rely upon any information provided or opinions expressed by ManCave Franchising or its representatives regarding any architectural, engineering, or legal matters (including without limitation the Americans With Disabilities Act) in the development and construction of the Business, and ManCave Franchising assumes no liability with respect thereto. ManCave Franchising's inspection and/or approval to open the Business is not a representation or a warranty that the Business has been constructed in accordance with any architectural, engineering, or legal standards.

- **6.4 New Franchisee Training.** Franchisee's Principal Executive must complete ManCave Franchising's training program for new franchisees to ManCave Franchising's satisfaction at least four weeks before opening the Business. If the Principal Executive (i) fails to complete the initial training program to ManCave Franchising's satisfaction, or (ii) ManCave Franchising concludes, no more than 10 days after the Principal Executive completes the initial training program, that the Principal Executive does not have the ability to satisfactorily operate the Business, then ManCave Franchising may terminate this Agreement.
- 6.5 Conditions to Opening. Franchisee shall notify ManCave Franchising at least 30 days before Franchisee intends to open the Business to the public. Before opening, Franchisee must satisfy all of the following conditions: (1) Franchisee is in compliance with this Agreement, (2) Franchisee has obtained all applicable governmental permits and authorizations, (3) the Business conforms to all applicable System Standards, (4) ManCave Franchising has inspected and approved the Business, (5) Franchisee has hired sufficient employees, (6) Franchisee's officers and employees have completed all of ManCave Franchising's required pre-opening training, (7) Franchisee has conducted the grand opening marketing campaign required under Section 9.6 and (8) ManCave Franchising has given its written approval to open, which will not be unreasonably withheld.
- **6.6 Opening Date.** Franchisee shall open the Business to the public on or before the date stated on the Summary Page.

#### ARTICLE 7. OPERATIONS

- **7.1** Compliance with Manual and System Standards. Franchisee shall at all times and at its own expense comply with all mandatory obligations contained in the Manual and with all other System Standards, as they are now or hereafter established. Franchisee acknowledges and agrees that the products and services offered under the Marks have a reputation for excellence and that Franchisee's compliance with all System Standards is of the utmost importance to ManCave Franchising.
- **7.2 Compliance with Law.** Franchisee and the Business shall comply with all laws, rules, ordinances, and regulations applicable to Franchisee or to the Business. Franchisee and the Business shall obtain and keep in force all governmental permits and licenses necessary for the Business.
- **7.3 Products and Services; Methods of Sale.** Franchisee shall offer all products and services, and only those products and services, from time to time prescribed by ManCave Franchising in the Manual or otherwise in writing. Franchisee shall make sales only to retail customers, and only at

the Location. Unless otherwise approved or required by ManCave Franchising, Franchisee shall not make sales by any other means, including without limitation by wholesale, by delivery, by mail order or over the internet, or at temporary or satellite locations. Franchisee shall provide all products and perform all services in a high-quality manner that meets or exceeds the customer's reasonable expectations and all applicable System Standards.

**7.4 Prices.** Franchisee acknowledges that the System Standards determined by ManCave Franchising may include the minimum, maximum, and/or exact prices that franchisees may charge for products or services sold (except to the extent such authority is limited or prohibited by applicable law).

# 7.5 Personnel.

- (a) <u>Management</u>. The Business must at all times be under the on-site supervision of the Principal Executive or a general manager who has completed ManCave Franchising's training program.
- (b) <u>Service</u>. Franchisee shall cause its personnel to render competent and courteous service to all customers and members of the public.
- (c) <u>Appearance</u>. Franchisee shall cause its personnel to comply with any dress attire, uniform, personal appearance, and hygiene standards set forth in the Manual.
- (d) <u>Qualifications</u>. ManCave Franchising may set minimum qualifications for categories of employees employed by Franchisee. All personnel must have appropriate licenses as required by law.
- (e) <u>Sole Responsibility</u>. Franchisee is solely responsible for all hiring decisions and all terms and conditions of employment of all of its personnel, including recruiting, hiring, training, scheduling, supervising, compensation, and termination. Franchisee is solely responsible for all actions of its personnel. Franchisee and ManCave Franchising are not joint employers, and no employee of Franchisee will be an agent or employee of ManCave Franchising. Within seven days of ManCave Franchising's request, Franchisee and each of its employees will sign an acknowledgment form stating that Franchisee alone (and not ManCave Franchising) is the employee's sole employer. Franchisee will use its legal name on all documents with its employees and independent contractors, including, but not limited to, employment applications, time cards, pay checks, and employment and independent contractor agreements, and Franchisee will not use the Marks on any of these documents.
- **7.6 Post-Opening Training.** ManCave Franchising may at any time require that the Principal Executive and/or any other employees complete training programs, in any format and in any location determined by ManCave Franchising. ManCave Franchising may charge a reasonable fee for any training programs. ManCave Franchising may require Franchisee to provide training programs to its employees. If a training program is held at a location which requires travel by the Principal Executive or any other employee, then Franchisee shall pay all travel, living and other expenses.

- 7.7 Software. Without limiting the generality of Section 7.1 or Section 8.1, Franchisee shall acquire and use all software and related systems required by ManCave Franchising. Franchisee shall enter into any subscription and support agreements that ManCave Franchising may require. Franchisee shall upgrade, update, or replace any software from time to time as ManCave Franchising may require. Franchisee shall protect the confidentiality and security of all software systems, and Franchisee shall abide by any System Standards related thereto. Franchisee shall give ManCave Franchising unlimited access to Franchisee's point of sale system and other software systems used in the Business, by any means designated by ManCave Franchising.
- **7.8 Customer Complaints.** Franchisee shall use its best efforts to promptly resolve any customer complaints. ManCave Franchising may take any action it deems appropriate to resolve a customer complaint regarding the Business, and ManCave Franchising may require Franchisee to reimburse ManCave Franchising for any expenses.
- 7.9 Evaluation and Compliance Programs. Franchisee shall participate at its own expense in programs required from time to time by ManCave Franchising for obtaining customer evaluations, reviewing Franchisee's compliance with the System, and/or managing customer complaints, which may include (but are not limited to) a customer feedback system, customer survey programs, and mystery shopping. ManCave Franchising shall share with Franchisee the results of these programs, as they pertain to the Business. Franchisee must meet or exceed any minimum score requirements set by ManCave Franchising for such programs. ManCave Franchising may set minimum scores that Franchisee must receive from the public on internet review sites (such as Yelp or Google).
- **7.10 Payment Systems.** Franchisee shall accept payment from customers in any form or manner designated by ManCave Franchising (which may include, for example, cash, specific credit and/or debit cards, gift cards, electronic fund transfer systems, and mobile payment systems). Franchisee shall purchase or lease all equipment and enter into all business relationships necessary to accept payments as required by ManCave Franchising. Franchisee must at all times comply with payment card industry data security standards (PCI-DSS).
- 7.11 Gift Cards, Loyalty Programs, and Incentive Programs. At its own expense, Franchisee shall sell or otherwise issue gift cards, certificates, or other pre-paid systems, and participate in any customer loyalty programs, membership/subscription programs, or customer incentive programs, designated by ManCave Franchising, in the manner specified by ManCave Franchising in the Manual or otherwise in writing. Franchisee shall honor all valid gift cards and other pre-paid systems, regardless of whether issued by Franchisee or another ManCave business. If Franchisee honors a gift card or other pre-paid system sold by another location, or vice versa, ManCave Franchising and Franchisee will cooperate so that the cash received is fairly allocated to the location where that gift card or other pre-paid system is redeemed (subject to fees and charges). Franchisee shall comply with all procedures and specifications of ManCave Franchising related to gift cards, certificates, and other pre-paid systems, or related to customer loyalty, membership/subscription, or customer incentive programs.
- **7.12 Maintenance and Repair.** Franchisee shall at all times keep the Business in a neat and clean condition, perform all appropriate maintenance, and keep all property of the Business in good repair. In addition, Franchisee shall promptly perform all work on the physical property of

the Business as ManCave Franchising may prescribe from time to time, including but not limited to periodic interior and exterior painting and replacement of obsolete or worn-out signage, floor coverings, furnishings, equipment, and décor. Franchisee acknowledges that the System Standards may include requirements for cleaning, maintenance, repair, and replacement.

- **7.13 Remodeling.** In addition to Franchisee's obligations to comply with all System Standards in effect from time to time, ManCave Franchising may require Franchisee to undertake and complete a Remodel of the Location to ManCave Franchising's satisfaction. Franchisee must complete the Remodel in the time frame specified by ManCave Franchising. ManCave Franchising may require the Franchisee to submit plans for ManCave Franchising's reasonable approval prior to commencing a required Remodel. ManCave Franchising's right to require a Remodel is limited as follows: (i) the Remodel will not be required in the first two or last two years of the term (except that a Remodel may be required as a condition to renewal of the term or a Transfer), and (ii) a Remodel will not be required more than once every five years from the date on which Franchisee was required to complete the prior Remodel.
- **7.14 Meetings.** The Principal Executive shall use reasonable efforts to attend all in-person meetings and remote meetings (such as telephone or video conference calls) that ManCave Franchising requires, including any national or regional brand conventions. Franchisee shall not permit the Principal Executive to fail to attend more than three consecutive required meetings.

#### 7.15 Insurance.

- (a) Franchisee shall obtain and maintain insurance policies in the types and amounts as specified by ManCave Franchising in the Manual. If not specified in the Manual, Franchisee shall maintain at least the following insurance coverage:
  - (i) "Special" causes of loss coverage forms, including fire and extended coverage, crime, vandalism, and malicious mischief, on all property of the Business, for full repair and replacement value (subject to a reasonable deductible);
  - (ii) Business interruption insurance covering at least 12 months of income;
  - (iii) Commercial General Liability insurance, including products liability coverage, and broad form commercial liability coverage, written on an "occurrence" policy form in an amount of not less than \$1,000,000 single limit per occurrence and \$2,000,000 aggregate limit;
  - (iv) Business Automobile Liability insurance including owned, leased, non-owned and hired automobiles coverage in an amount of not less than \$1,000,000; and
  - (v) Workers Compensation coverage as required by state law.
- (b) Franchisee's policies (other than Workers Compensation) must (1) list ManCave Franchising and its affiliates as an additional insured, (2) include a waiver of subrogation in favor of ManCave Franchising and its affiliates, (3) be primary and non-contributing with any insurance carried by ManCave Franchising or its affiliates, and (4) stipulate that ManCave Franchising shall receive 30 days' prior written notice of cancellation.

- (c) Franchisee shall provide Certificates of Insurance evidencing the required coverage to ManCave Franchising prior to opening and upon annual renewal of the insurance coverage, as well as at any time within 15 days after request from ManCave Franchising.
- **7.16 Obligations to Third Parties.** Franchisee shall pay all vendors and suppliers in a timely manner. Franchisee shall pay all taxes when due. If Franchisee borrows money, it shall comply with the terms of its loan and make all loan payments when due. If Franchisee leases the Location, Franchisee shall comply with its lease for the Location and make all rent payments when due.
- **7.17 Public Relations.** Franchisee shall not make any public statements (including giving interviews or issuing press releases) regarding ManCave, the Business, or any particular incident or occurrence related to the Business, without ManCave Franchising's prior written approval, which will not be unreasonably withheld.
- **7.18** Association with Causes. Franchisee shall not in the name of the Business (i) donate money, products, or services to any charitable, political, religious, or other organization or cause, or (ii) act in support of any such organization or cause, without ManCave Franchising's prior written approval, which will not be unreasonably withheld.
- **7.19 No Other Activity Associated with the Business.** Franchisee shall not engage in any business or other activity at the Location other than operation of the ManCave Business. Franchisee shall not use assets of the Business for any purpose other than the Business. If Franchisee is an entity, the entity shall not own or operate any other business except ManCave businesses.
- **7.20 No Third-Party Management.** Franchisee shall not engage a third-party management company to manage or operate the Business without the prior written approval of ManCave Franchising, which will not be unreasonably withheld.
- **7.21 Identification.** Franchisee must identify itself as the independent owner of the Business in the manner prescribed by ManCave Franchising. Franchisee must display at the Business signage prescribed by ManCave Franchising identifying the Location as an independently owned franchise.

# 7.22 Privacy Practices.

- (a) With respect to Privacy Information, Franchisee must comply with all of their obligations under applicable privacy laws, including any local, state, or federal data privacy or data security law or regulation.
- (b) Franchisee shall not sell any Privacy Information. Franchisee further agrees to not access, use, or process the Privacy Information except in the furtherance of its obligations under this Agreement, but in all times, in compliance with applicable privacy laws.
- (c) To the extent ManCave Franchising does not have the then-current ability to address requests made under any applicable privacy law by individuals that are the subject of any

of the Privacy Information, Franchisee shall, upon ManCave Franchising's request, provide reasonable assistance to ManCave Franchising in responding to such requests.

- **7.23** Communication. Franchisee shall respond promptly to requests for communication from ManCave Franchising, and in any event within two business days.
- **7.24 Business Practices.** Franchisee, in all interactions with customers, employees, vendors, governmental authorities, and other third parties, shall be honest and fair. Franchisee shall comply with any code of ethics or statement of values from ManCave Franchising. Franchisee shall not take any action which injures or is reasonably likely to injure the goodwill associated with the Marks.

#### ARTICLE 8. SUPPLIERS AND VENDORS

- **8.1 Generally.** Franchisee shall acquire all Inputs required by ManCave Franchising from time to time in accordance with System Standards. ManCave Franchising may require Franchisee to purchase or lease any Inputs from ManCave Franchising, ManCave Franchising's designee, Required Vendors, Approved Vendors, and/or under ManCave Franchising's specifications. ManCave Franchising may change any such requirement or change the status of any vendor. To make such requirement or change effective, ManCave Franchising shall issue the appropriate System Standards.
- 8.2 Alternate Vendor Approval. If ManCave Franchising requires Franchisee to purchase a particular Input only from an Approved Vendor or Required Vendor, and Franchisee desires to purchase the Input from another vendor, then Franchisee must submit a written request for approval and any information, specifications and/or samples requested by ManCave Franchising. ManCave Franchising may approve or disapprove the alternative vendor in its sole discretion. ManCave Franchising may condition its approval on such criteria as ManCave Franchising deems appropriate, which may include evaluations of the vendor's capacity, quality, financial stability, reputation, and reliability; inspections; product testing, and performance reviews. ManCave Franchising will provide Franchisee with written notification of the approval or disapproval of any proposed new vendor within 30 days after receipt of Franchisee's request.
- **8.3 Alternate Input Approval.** If ManCave Franchising requires Franchisee to purchase a particular Input, and Franchisee desires to purchase an alternate to the Input, then Franchisee must submit a written request for approval and any information, specifications and/or samples requested by ManCave Franchising. ManCave Franchising may approve or disapprove the alternative Input in its sole discretion. ManCave Franchising will provide Franchisee with written notification of the approval or disapproval of any proposed alternate Input within 30 days after receipt of Franchisee's request.
- **8.4 Purchasing.** ManCave Franchising may negotiate prices and terms with vendors on behalf of the System. ManCave Franchising may receive rebates, payments or other consideration from vendors in connection with purchases by franchisees. ManCave Franchising has the right (but not the obligation) to collect payments from Franchisee on behalf of a vendor and remit the payments to the vendor and to impose a reasonable markup or charge for administering the payment program. ManCave Franchising may implement a centralized purchasing system. ManCave Franchising

may establish a purchasing cooperative and require Franchisee to join and participate in the purchasing cooperative on such terms and conditions as ManCave Franchising may determine.

- **8.5 No Liability of Franchisor.** ManCave Franchising shall not have any liability to Franchisee for any claim or loss related to any product provided or service performed by any Approved Vendor or Required Vendor, including without limitation defects, delays, or unavailability of products or services.
- **8.6 Product Recalls.** If ManCave Franchising or any vendor, supplier, or manufacturer of an item used or sold in Franchisee's Business issues a recall of such item or otherwise notifies Franchisee that such item is defective or dangerous, Franchisee shall immediately cease using or selling such item, and Franchisee shall at its own expense comply with all instructions from ManCave Franchising or the vendor, supplier, or manufacturer of such item with respect to such item, including without limitation the recall, repair, and/or replacement of such item.

#### ARTICLE 9. MARKETING

- **9.1 Approval and Implementation.** Franchisee shall not conduct any marketing, advertising, or public relations activities (including in-store marketing materials, websites, online advertising, social media marketing or presence, and sponsorships) that have not been approved by ManCave Franchising. ManCave Franchising may (but is not obligated to) operate all "social media" accounts on behalf of the System, or it may permit franchisees to operate one or more accounts. Franchisee must comply with any System Standards regarding marketing, advertising, and public relations, including any social media policy that ManCave Franchising may prescribe. Franchisee shall implement any marketing plans or campaigns determined by ManCave Franchising.
- **9.2 Use by ManCave Franchising.** ManCave Franchising may use any marketing materials or campaigns developed by or on behalf of Franchisee, and Franchisee hereby grants an unlimited, perpetual, royalty-free license to ManCave Franchising for such purpose.
- **9.3 Marketing Fund.** ManCave Franchising has established a Marketing Fund to promote the System on a local, regional, national, and/or international level. If ManCave Franchising has established a Marketing Fund:
- (a) <u>Separate Account.</u> ManCave Franchising shall hold the Marketing Fund Contributions from all franchisees in one or more bank accounts separate from ManCave Franchising's other accounts.
- (b) <u>Use</u>. ManCave Franchising shall use the Marketing Fund only for marketing, advertising, and public relations materials, programs and campaigns (including at local, regional, national, and/or international level) for ManCave, and related overhead. The foregoing includes such activities and expenses as ManCave Franchising reasonably determines, and may include, without limitation: development and placement of advertising and promotions; sponsorships; contests and sweepstakes; development of décor, trade dress, Marks, and/or branding; development and maintenance of brand websites; social media; internet activities; e-commerce programs; search engine optimization; market research; public relations, media or agency costs; trade shows and other events; printing and mailing; and administrative and overhead expenses related to the Marketing Fund (including the compensation of ManCave Franchising's employees

working on marketing and for accounting, bookkeeping, reporting, collections, legal and other expenses related to the Marketing Fund).

- (c) <u>Discretion</u>. Franchisee agrees that expenditures from the Marketing Fund need not be proportionate to contributions made by Franchisee or provide any direct or indirect benefit to Franchisee. The Marketing Fund will be spent at ManCave Franchising's sole discretion, and ManCave Franchising has no fiduciary duty with regard to the Marketing Fund.
- (d) <u>Contribution by Other Outlets</u>. ManCave Franchising is not obligated to (i) have all other ManCave businesses (whether owned by other franchisees or by ManCave Franchising or its affiliates) contribute to the Marketing Fund, or (ii) have other ManCave businesses that do contribute to the Marketing Fund contribute the same amount or at the same rate as Franchisee.
- (e) <u>Surplus or Deficit</u>. ManCave Franchising may accumulate funds in the Marketing Fund and carry the balance over to subsequent years. If the Marketing Fund operates at a deficit or requires additional funds at any time, ManCave Franchising may loan such funds to the Marketing Fund on reasonable terms.
- (f) <u>Financial Statement</u>. ManCave Franchising will, upon request, prepare an unaudited annual financial statement of the Marketing Fund within 120 days of the close of ManCave Franchising's fiscal year and will provide the financial statement to Franchisee upon request.
- **9.4 Market Cooperatives.** ManCave Franchising may establish market advertising and promotional cooperative funds ("Market Cooperative") in any geographical areas. If a Market Cooperative for the geographic area encompassing the Location has been established at the time Franchisee commences operations hereunder, Franchisee shall immediately become a member of such Market Cooperative. If a Market Cooperative for the geographic area encompassing the Location is established during the term of this Agreement, Franchisee shall become a member of such Market Cooperative within 30 days. ManCave Franchising shall not require Franchisee to be a member of more than one Market Cooperative. If ManCave Franchising establishes a Market Cooperative:
- (a) <u>Governance</u>. Each Market Cooperative will be organized and governed in a form and manner, and shall commence operations on a date, determined by ManCave Franchising. ManCave Franchising may require the Market Cooperative to adopt bylaws or regulations prepared by ManCave Franchising. Unless otherwise specified by ManCave Franchising, the activities carried on by each Market Cooperative shall be decided by a majority vote of its members. ManCave Franchising will be entitled to attend and participate in any meeting of a Market Cooperative. Any ManCave business owned by ManCave Franchising in the Market Cooperative shall have the same voting rights as those owned by its franchisees. Each Business owner will be entitled to cast one vote for each Business owned, provided, however, that a franchisee shall not be entitled to vote if it is in default under its franchise agreement. If the members of a Market Cooperative are unable or fail to determine the manner in which Market Cooperative monies will be spent, ManCave Franchising may assume this decision-making authority after 10 days' notice to the members of the Market Cooperative.

- (b) <u>Purpose</u>. Each Market Cooperative shall be devoted exclusively to administering regional advertising and marketing programs and developing (subject to ManCave Franchising's approval) standardized promotional materials for use by the members in local advertising and promotion.
- (c) <u>Approval</u>. No advertising or promotional plans or materials may be used by a Market Cooperative or furnished to its members without the prior approval of ManCave Franchising pursuant to <u>Section 9.1</u>. ManCave Franchising may designate the national or regional advertising agencies used by the Market Cooperative.
- (d) <u>Funding</u>. The majority vote of the Market Cooperative will determine the dues to be paid by members of the Market Cooperative, including Franchisee, but not less than 1% and not more than 5% of Gross Sales.
- (e) <u>Enforcement</u>. Only ManCave Franchising will have the right to enforce the obligations of franchisees who are members of a Market Cooperative to contribute to the Market Cooperative.
- (f) <u>Termination</u>. ManCave Franchising may terminate any Market Cooperative. Any funds left in a Market Cooperative upon termination will be transferred to the Marketing Fund.
- **9.5 Required Spending.** Franchisee shall spend at least 2% of Gross Sales each month on marketing the Business. Within 10 days after request of ManCave Franchising, Franchisee shall furnish proof of its compliance with this Section. ManCave Franchising has the sole discretion to determine in good faith what activities constitute "marketing" under this Section. If Franchisee contributes to a Market Cooperative, the amount of the contribution will be counted towards Franchisee's required spending under this Section.
- **9.6 Market Introduction Plan.** Franchisee must develop a market introduction plan and obtain ManCave Franchising's approval of the market introduction plan at least 30 days before the projected opening date of the Business.

#### ARTICLE 10. RECORDS AND REPORTS

**10.1 Systems.** Franchisee shall use such customer data management, sales data management, administrative, bookkeeping, accounting, and inventory control procedures and systems as ManCave Franchising may specify in the Manual or otherwise in writing.

# 10.2 Reports.

- (a) <u>Financial Reports</u>. Franchisee shall provide such periodic financial reports as ManCave Franchising may require in the Manual or otherwise in writing, including:
  - (i) a monthly profit and loss statement and balance sheet for the Business within 30 days after the end of each calendar month;

- (ii) an annual financial statement (including profit and loss statement, cash flow statement, and balance sheet) for the Business within 90 days after the end of each calendar year; and
- (iii) any information ManCave Franchising requests in order to prepare a financial performance representation for ManCave Franchising's franchise disclosure document, within 30 days after request.
- (b) <u>Legal Actions and Investigations</u>. Franchisee shall promptly notify ManCave Franchising of any Action or threatened Action by any customer, governmental authority, or other third party against Franchisee or the Business, or otherwise involving the Franchisee or the Business. Franchisee shall provide such documents and information related to any such Action as ManCave Franchising may request.
- (c) <u>Government Inspections</u>. Franchisee shall give ManCave Franchising copies of all inspection reports, warnings, certificates, and ratings issued by any governmental entity with respect to the Business, within three days of Franchisee's receipt thereof.
- (d) Other Information. Franchisee shall submit to ManCave Franchising such other financial statements, budgets, forecasts, reports, records, copies of contracts, documents related to litigation, tax returns, copies of governmental permits, and other documents and information related to the Business as specified in the Manual or that ManCave Franchising may reasonably request. ManCave Franchising acknowledges that all personnel records of the Business belong to Franchisee and that this Agreement does not grant ManCave Franchising the right to access personnel records of Franchisee's employees.
- **10.3 Initial Investment Report.** Within 120 days after opening for business, Franchisee shall submit to ManCave Franchising a report detailing Franchisee's investment costs to develop and open the Business, with costs allocated to the categories described in Item 7 of ManCave Franchising's Franchise Disclosure Document and with such other information as ManCave Franchising may reasonably request.
- **10.4 Business Records.** Franchisee shall keep complete and accurate books and records reflecting all expenditures and receipts of the Business, with supporting documents (including, but not limited to, payroll records, payroll tax returns, register receipts, production reports, sales invoices, bank statements, deposit receipts, cancelled checks and paid invoices) for at least three years. Franchisee shall keep such other business records as ManCave Franchising may specify in the Manual or otherwise in writing.
- 10.5 Records Audit. ManCave Franchising may examine and audit all books and records related to the Business (other than personnel records of Franchisee's employees), and supporting documentation, at any reasonable time. ManCave Franchising may conduct the audit at the Location and/or require Franchisee to deliver copies of books, records and supporting documentation to a location designated by ManCave Franchising. Franchisee shall also reimburse ManCave Franchising for all costs and expenses of the examination or audit if (i) ManCave Franchising conducted the audit because Franchisee failed to submit required reports or was

otherwise not in compliance with the System, or (ii) the audit reveals that Franchisee understated Gross Sales by 3% or more for any calendar month period.

#### ARTICLE 11. FRANCHISOR RIGHTS

- **11.1 Manual; Modification.** The Manual, and any part of the Manual, may be in any form or media determined by ManCave Franchising. ManCave Franchising may supplement, revise, or modify the Manual, and ManCave Franchising may change, add or delete System Standards at any time in its discretion. ManCave Franchising may inform Franchisee thereof by any method that ManCave Franchising deems appropriate (which need not qualify as "notice" under <u>Section 18.9</u>). In the event of any dispute as to the contents of the Manual, ManCave Franchising's master copy will control.
- Inspections. ManCave Franchising may enter the premises of the Business at any 11.2 reasonable time (including during normal business hours) and conduct an inspection. ManCave Franchising will use reasonable efforts to not disrupt Franchisee's business operations during any such inspection. Franchisee shall cooperate with ManCave Franchising's inspectors. The inspection may include, but is not limited to, observing operations, conducting a physical inventory, evaluating physical conditions, monitoring sales activity, speaking with employees and customers, and removing samples of products, supplies and materials. ManCave Franchising may videotape and/or take photographs of the inspection and the Business. ManCave Franchising may set a minimum score requirement for inspections, and Franchisee's failure to meet or exceed the minimum score will be a default under this Agreement. Without limiting ManCave Franchising's other rights under this Agreement, Franchisee will, as soon as reasonably practical, correct any deficiencies noted during an inspection. If ManCave Franchising conducts an inspection because of a governmental report, customer complaint or other customer feedback, or a default or noncompliance with any System Standard by Franchisee (including following up a previous failed inspection), then ManCave Franchising may charge all out-of-pocket expenses plus its thencurrent inspection fee to Franchisee.
- 11.3 ManCave Franchising's Right to Cure. If Franchisee breaches or defaults under any provision of this Agreement, ManCave Franchising may (but has no obligation to) take any action to cure the default on behalf of Franchisee, without any liability to Franchisee. Franchisee shall reimburse ManCave Franchising for its costs and expenses in curing such default.
- 11.4 Right to Discontinue Supplies Upon Default. While Franchisee is in default or breach of this Agreement, ManCave Franchising may (i) require that Franchisee pay cash on delivery for products or services supplied by ManCave Franchising, (ii) stop selling or providing any products and services to Franchisee, and/or (iii) request any third-party vendors to not sell or provide products or services to Franchisee. No such action by ManCave Franchising shall be a breach or constructive termination of this Agreement, change in competitive circumstances, or similarly characterized, and Franchisee shall not be relieved of any obligations under this Agreement because of any such action. Such rights of ManCave Franchising are in addition to any other right or remedy available to ManCave Franchising.
- **11.5 Business Data.** All customer data collected or generated by the Business and all data collected or generated by the point-of-sale system (other than data regarding employees) is deemed

- to be Confidential Information and is exclusively owned by ManCave Franchising. ManCave Franchising hereby licenses such data back to Franchisee without charge solely for Franchisee's use in connection with the Business for the term of this Agreement.
- **11.6 Innovations.** Franchisee shall disclose to ManCave Franchising all ideas, plans, improvements, concepts, methods, and techniques relating to the Business (collectively, "Innovations") conceived or developed by Franchisee or its employees, agents, or contractors. ManCave Franchising will automatically own all Innovations, and it will have the right to use and incorporate any Innovations into the System, without any compensation to Franchisee. Franchisee shall execute any documents reasonably requested by ManCave Franchising to document ManCave Franchising's ownership of Innovations.
- **11.7 Communication Systems.** If ManCave Franchising provides email accounts and/or other communication systems to Franchisee, then Franchisee acknowledges that it has no expectation of privacy in the assigned email accounts and other communications systems, and Franchisee authorizes ManCave Franchising to access such communications.
- **11.8 Communication with Employees.** Franchisee irrevocably authorizes ManCave Franchising to communicate with Franchisee's employees and contractors on any matter related to the System or the Business. Franchisee will not prohibit any employee or contractor from communicating with ManCave Franchising on any matter related to the System or the Business.
- **11.9 Communications with Landlord and Lenders.** Franchisee irrevocably authorizes ManCave Franchising to communicate with Franchisee's landlord and lender(s), or prospective landlord and lender(s), about matters relating to the Business, and to provide information about the Business to them.
- **11.10 Delegation.** ManCave Franchising may delegate any duty or obligation of ManCave Franchising under this Agreement to an affiliate or to a third party.
- **11.11 System Variations.** ManCave Franchising may vary or waive any System Standard for any one or more ManCave franchises due to the peculiarities of the particular site or circumstances, density of population, business potential, population of trade area, existing business practices, applicable laws or regulations, or any other condition relevant to the performance of a franchise or group of franchises. Franchisee is not entitled to the same variation or waiver.
- 11.12 Franchisor's Discretion. ManCave Franchising may engage in any activity not expressly prohibited by this Agreement. Whenever this Agreement provides that ManCave Franchising has a certain right, that right is absolute and the parties intend that ManCave Franchising's exercise of that right will not be subject to any limitation or review. ManCave Franchising has the right to operate, administrate, develop, and change the System in any manner that is not specifically precluded by the provisions of this Agreement, although this right does not modify any express limitations set forth in this Agreement. Whenever ManCave Franchising agrees to exercise its rights reasonably or in good faith, ManCave Franchising will have satisfied its obligations whenever its exercises reasonable business judgment in making a decision or exercising its rights. ManCave Franchising's decisions or actions will be deemed to be the result of reasonable business judgment, even if other reasonable or even arguably preferable alternatives are available, if

ManCave Franchising's decision or action is intended, in whole or significant part, to promote or benefit the System or the ManCave brand generally even if the decision or action also promotes ManCave Franchising's financial or other individual interest. Examples of items that will promote or benefit the System or the ManCave brand include enhancing the value of the Marks, improving customer service and satisfaction, improving product quality, improving uniformity, enhancing or encouraging modernization, and improving the competitive position of the System and ManCave outlets.

11.13 Temporary Public Safety Closure. If ManCave Franchising discovers or becomes aware of any aspect of the Business which, in ManCave Franchising's opinion, constitutes an imminent danger to the health or safety of any person, then immediately upon ManCave Franchising's order, Franchisee must temporarily cease operations of the Business and remedy the dangerous condition. ManCave Franchising shall have no liability to Franchisee or any other person for action or failure to act with respect to a dangerous condition.

#### ARTICLE 12. MARKS

- **12.1 Authorized Marks.** Franchisee shall use no trademarks, service marks or logos in connection with the Business other than the Marks. Franchisee shall use all Marks specified by ManCave Franchising, and only in the manner as ManCave Franchising may require. Franchisee has no rights in the Marks other than the right to use them in the operation of the Business in compliance with this Agreement. All use of the Marks by Franchisee and any goodwill associated with the Marks, including any goodwill arising due to Franchisee's operation of the Business, will inure to the exclusive benefit of ManCave Franchising.
- **12.2 Change of Marks.** ManCave Franchising may add, modify, or discontinue any Marks to be used under the System. Within a reasonable time after ManCave Franchising makes any such change (not to exceed 90 days), Franchisee must comply with the change, at Franchisee's expense.

# 12.3 Infringement.

- (a) <u>Defense of Franchisee</u>. If Franchisee has used the Marks in accordance with this Agreement, then (i) ManCave Franchising shall defend Franchisee (at ManCave Franchising's expense) against any Action by a third party alleging infringement by Franchisee's use of a Mark, and (ii) ManCave Franchising will indemnify Franchisee for expenses and damages if the Action is resolved unfavorably to Franchisee.
- (b) <u>Infringement by Third Party</u>. Franchisee shall promptly notify ManCave Franchising if Franchisee becomes aware of any possible infringement of a Mark by a third party. ManCave Franchising may, in its sole discretion, commence or join any claim against the infringing party.
- (c) <u>Control</u>. ManCave Franchising shall have the exclusive right to control any prosecution or defense of any Action related to possible infringement of or by the Marks.
- **12.4** Name. If Franchisee is an entity, it shall not use the word "ManCave" in its legal name.

#### ARTICLE 13. COVENANTS

13.1 Confidential Information. With respect to all Confidential Information, Franchisee shall (a) adhere to all procedures prescribed by ManCave Franchising for maintaining confidentiality, (b) disclose such information to its employees only to the extent necessary for the operation of the Business, (c) not use any such information in any other business or in any manner not specifically authorized in writing by ManCave Franchising, (d) exercise the highest degree of diligence and effort to maintain the confidentiality of all such information during and after the term of this Agreement, (e) not copy or otherwise reproduce any Confidential Information, and (f) promptly report any unauthorized disclosure or use of Confidential Information. Franchisee acknowledges that all Confidential Information is owned by ManCave Franchising (except for Confidential Information which ManCave Franchising licenses from another person or entity). This Section will survive the termination or expiration of this Agreement indefinitely.

# 13.2 Covenants Not to Compete.

- (a) <u>Restriction In Term.</u> During the term of this Agreement, neither Franchisee, any Owner, nor any spouse of an Owner (the "<u>Restricted Parties</u>") shall directly or indirectly have any ownership interest in, lend money or provide financial assistance to, provide any services to, or be employed by, any Competitor.
- (b) Restriction Post Term. For two years after this Agreement expires or is terminated for any reason (or, if applicable, for two years after a Transfer), no Restricted Party shall directly or indirectly have any ownership interest in, lend money or provide financial assistance to, provide any services to, or be employed by, any Competitor within five miles of Franchisee's Territory or within five miles of the territory of any other ManCave business operating on the date of expiration, termination, or transfer, as applicable. If this Agreement is terminated before the Territory is determined, then the area of non-competition will be the Development Area and within five miles of the territory of any other ManCave business operating on the date of termination. If a given ManCave business does not have a defined territory, then for purposes of this Section its territory will be deemed to be a 3-mile radius.
- (c) <u>Interpretation</u>. The parties agree that each of the foregoing covenants is independent of any other covenant or provision of this Agreement. If all or any portion of the covenants in this Section is held to be unenforceable or unreasonable by any arbitrator or court, then the parties intend that the arbitrator or court modify such restriction to the extent reasonably necessary to protect the legitimate business interests of ManCave Franchising. Franchisee agrees that the existence of any claim it may have against ManCave Franchising shall not constitute a defense to the enforcement by ManCave Franchising of the covenants of this Section. If a Restricted Party fails to comply with the obligations under this Section during the restrictive period, then the restrictive period will be extended an additional day for each day of noncompliance.
- **13.3 General Manager and Key Employees.** Franchisee shall cause its general manager and other key employees reasonably designated by ManCave Franchising to sign ManCave Franchising's then-current form of confidentiality and non-compete agreement (unless prohibited by applicable law).

#### ARTICLE 14. DEFAULT AND TERMINATION

**14.1 Termination by Franchisee.** Franchisee may terminate this Agreement only if ManCave Franchising violates a material provision of this Agreement and fails to cure or to make substantial progress toward curing the violation within 30 days after receiving written notice from Franchisee detailing the alleged default. Termination by Franchisee is effective 10 days after ManCave Franchising receives written notice of termination.

# 14.2 Termination by ManCave Franchising.

- (a) <u>Subject to 10-Day Cure Period</u>. ManCave Franchising may terminate this Agreement if Franchisee does not make any payment to ManCave Franchising when due, or if Franchisee does not have sufficient funds in its account when ManCave Franchising attempts an electronic funds withdrawal, and Franchisee fails to cure such non-payment within 10 days after ManCave Franchising gives notice to Franchisee of such breach.
- (b) <u>Subject to 30-Day Cure Period</u>. If Franchisee breaches this Agreement in any manner not described in subsection (a) or (c), and Franchisee fails to cure such breach to ManCave Franchising's satisfaction within 30 days after ManCave Franchising gives notice to Franchisee of such breach, then ManCave Franchising may terminate this Agreement.
- (c) <u>Without Cure Period</u>. ManCave Franchising may terminate this Agreement by giving notice to Franchisee, without opportunity to cure, if any of the following occur:
  - (i) Franchisee misrepresented or omitted material facts when applying to be a franchisee, or breaches any representation in this Agreement;
  - (ii) Franchisee knowingly submits any false report or knowingly provides any other false information to ManCave Franchising;
  - (iii) a receiver or trustee for the Business or all or substantially all of Franchisee's property is appointed by any court, or Franchisee makes a general assignment for the benefit of Franchisee's creditors, or Franchisee is unable to pay its debts as they become due, or a levy or execution is made against the Business, or an attachment or lien remains on the Business for 30 days unless the attachment or lien is being duly contested in good faith by Franchisee, or a petition in bankruptcy is filed by Franchisee, or such a petition is filed against or consented to by Franchisee and the petition is not dismissed within 45 days, or Franchisee is adjudicated as bankrupt;
  - (iv) Franchisee fails to open for business by the date specified on the Summary Page;
  - (v) Franchisee loses possession of the Location;
  - (vi) Franchisee or any Owner commits a material violation of <u>Section 7.2</u> (compliance with laws) or <u>Section 13.1</u> (confidentiality), violates <u>Section 13.2</u> (non-compete) or <u>Article 15</u> (transfer), or commits any other violation of this Agreement which by its nature cannot be cured;

- (vii) Franchisee ceases operation of the Business for more than five consecutive days, or ManCave Franchising concludes that Franchisee has ceased operation of the Business;
- (viii) Franchisee or any Owner slanders or libels ManCave Franchising or any of its employees, directors, or officers;
- (ix) Franchisee refuses to cooperate with or permit any audit or inspection by ManCave Franchising or its agents or contractors, or otherwise fails to comply with <u>Section 10.5</u> or <u>Section 11.2</u>;
- (x) the Business is operated in a manner which, in ManCave Franchising's reasonable judgment, constitutes a significant danger to the health or safety of any person, and Franchisee fails to cure such danger within 48 hours after becoming aware of the danger (due to notice from ManCave Franchising or otherwise);
- (xi) Franchisee has received two or more notices of default and Franchisee commits another breach of this Agreement, all in the same 12-month period;
- (xii) ManCave Franchising (or any affiliate) terminates any other agreement with Franchisee (or any affiliate) due to the breach of such other agreement by Franchisee (or its affiliate) (provided that termination of a Multi-Unit Development Agreement with Franchisee or its affiliate shall not give ManCave Franchising the right to terminate this Agreement);
- (xiii) Franchisee or any Owner is charged with, pleads guilty or no-contest to, or is convicted of a felony; or
- (xiv) Franchisee or any Owner is accused by any governmental authority or third party of any act, or if Franchisee or any Owner commits any act or series of acts, that in ManCave Franchising's opinion is reasonably likely to materially and unfavorably affect the ManCave brand.
- **14.3 Effect of Termination.** Upon termination or expiration of this Agreement, all obligations that by their terms or by reasonable implication survive termination, including those pertaining to non-competition, confidentiality, indemnity, and dispute resolution, will remain in effect, and Franchisee must immediately:
  - (i) pay all amounts owed to ManCave Franchising based on the operation of the Business through the effective date of termination or expiration;
  - (ii) return to ManCave Franchising all copies of the Manual, Confidential Information and any and all other materials provided by ManCave Franchising to Franchisee or created by a third party for Franchisee relating to the operation of the Business, and all items containing any Marks, copyrights, and other proprietary items (to the extent in the possession or control of Franchisee); and delete all Confidential Information and proprietary materials from electronic devices;

- (iii) notify the telephone, internet, email, electronic network, directory, and listing entities of the termination or expiration of Franchisee's right to use any numbers, addresses, domain names, locators, directories and listings associated with any of the Marks, and authorize their transfer to ManCave Franchising or any new franchisee as may be directed by ManCave Franchising, and Franchisee hereby irrevocably appoints ManCave Franchising, with full power of substitution, as its true and lawful attorney-in-fact, which appointment is coupled with an interest; to execute such directions and authorizations as may be necessary or appropriate to accomplish the foregoing; and
- (iv) cease doing business under any of the Marks.
- 14.4 Remove Identification. Within 30 days after termination or expiration, Franchisee shall at its own expense "de-identify" the Location so that it no longer contains the Marks, signage, or any trade dress of a ManCave business, to the reasonable satisfaction of ManCave Franchising. Franchisee shall comply with any reasonable instructions and procedures of ManCave Franchising for de-identification. If Franchisee fails to do so within 30 days after this Agreement expires or is terminated, ManCave Franchising may enter the Location to remove the Marks and de-identify the Location. In this event, ManCave Franchising will not be charged with trespass nor be accountable or required to pay for any assets removed or altered, or for any damage caused by ManCave Franchising.
- **14.5 Other Claims.** Termination of this Agreement by ManCave Franchising will not affect or discharge any claims, rights, causes of action or remedies (including claims for ManCave Franchising's lost future income after termination), which ManCave Franchising may have against Franchisee, whether arising before or after termination.
- 14.6 **Purchase Option.** When this Agreement expires or is terminated, ManCave Franchising will have the right (but not the obligation) to purchase any or all of the assets related to the Business, and/or to require Franchisee to assign its lease or sublease to ManCave Franchising. To exercise this option, ManCave Franchising must notify Franchisee no later than 30 days after this Agreement expires or is terminated. The purchase price for all assets that ManCave Franchising elects to purchase will be the lower of (i) the book value of such assets as declared on Franchisee's last filed tax returns or (ii) the fair market value of the assets. If the parties cannot agree on fair market value within 30 days after the exercise notice, the fair market value will be determined by an independent appraiser reasonably acceptable to both parties. The parties will equally share the cost of the appraisal. ManCave Franchising's purchase will be of assets only (free and clear of all liens), and the purchase will not include any liabilities of Franchisee. The purchase price for assets will not include any factor or increment for any trademark or other commercial symbol used in the business, the value of any intangible assets, or any goodwill or "going concern" value for the Business. ManCave Franchising may withdraw its exercise of the purchase option at any time before it pays for the assets. Franchisee will sign a bill of sale for the purchased assets and any other transfer documents reasonably requested by ManCave Franchising. If ManCave Franchising exercises the purchase option, ManCave Franchising may deduct from the purchase price: (a) all amounts due from Franchisee; (b) Franchisee's portion of the cost of any appraisal conducted hereunder; and (c) amounts paid or to be paid by ManCave Franchising to cure defaults under Franchisee's lease and/or amounts owed by Franchisee to third parties. If any of the assets are

subject to a lien, ManCave Franchising may pay a portion of the purchase price directly to the lienholder to pay off such lien. ManCave Franchising may withhold 25% of the purchase price for 90 days to ensure that all of Franchisee's taxes and other liabilities are paid. ManCave Franchising may assign this purchase option to another party.

#### ARTICLE 15. TRANSFERS

- **15.1 By ManCave Franchising.** ManCave Franchising may transfer or assign this Agreement, or any of its rights or obligations under this Agreement, to any person or entity, and ManCave Franchising may undergo a change in ownership and/or control, without the consent of Franchisee.
- **15.2 By Franchisee.** Franchisee acknowledges that the rights and duties set forth in this Agreement are personal to Franchisee and that ManCave Franchising entered into this Agreement in reliance on Franchisee's business skill, financial capacity, personal character, experience, and business ability. Accordingly, Franchisee shall not conduct or undergo a Transfer without providing ManCave Franchising at least 60 days prior notice of the proposed Transfer, and without obtaining ManCave Franchising's consent. In granting any such consent, ManCave Franchising may impose conditions, including, without limitation, the following:
  - (i) ManCave Franchising receives a transfer fee equal to \$10,000 plus any broker fees and other out-of-pocket costs incurred by ManCave Franchising;
  - (ii) the proposed Transferee and its owners have completed ManCave Franchising's franchise application processes, meet ManCave Franchising's then-applicable standards for new franchisees, and have been approved by ManCave Franchising as franchisees;
  - (iii) the proposed Transferee is not a Competitor;
  - (iv) the proposed Transferee executes ManCave Franchising's then-current form of franchise agreement and any related documents, which form may contain materially different provisions than this Agreement (provided, however, that the proposed Transferee will not be required to pay an initial franchise fee);
  - (v) all owners of the proposed Transferee provide a guaranty in accordance with Section 2.5;
  - (vi) Franchisee has paid all monetary obligations to ManCave Franchising and its affiliates, and to any lessor, vendor, supplier, or lender to the Business, and Franchisee is not otherwise in default or breach of this Agreement or of any other obligation owed to ManCave Franchising or its affiliates;
  - (vii) the proposed Transferee and its owners and employees undergo such training as ManCave Franchising may require;
  - (viii) Franchisee, its Owners, and the transferee and its owners execute a general release of ManCave Franchising in a form satisfactory to ManCave Franchising; and

- (ix) the Business fully complies with all of ManCave Franchising's most recent System Standards.
- **15.3 Transfer for Convenience of Ownership.** If Franchisee is an individual, Franchisee may Transfer this Agreement to a corporation or limited liability company formed for the convenience of ownership after at least 15 days' notice to ManCave Franchising, if, prior to the Transfer: (1) the transferee provides the information required by Section 2.3; (2) Franchisee provides copies of the entity's charter documents, by-laws (or operating agreement) and similar documents, if requested by ManCave Franchising, (3) Franchisee owns all voting securities of the corporation or limited liability company, and (4) Franchisee provides a guaranty in accordance with Section 2.5.
- **15.4 Transfer upon Death or Incapacity.** Upon the death or incapacity of Franchisee (or, if Franchisee is an entity, the Owner with the largest ownership interest in Franchisee), the executor, administrator, or personal representative of that person must Transfer the Business to a third party approved by ManCave Franchising (or to another person who was an Owner at the time of death or incapacity of the largest Owner) within nine months after death or incapacity. Such transfer must comply with <u>Section 15.2</u>.
- 15.5 ManCave Franchising's Right of First Refusal. Before Franchisee (or any Owner) engages in a Transfer (except under Section 15.3, to a co-Owner, or to a spouse, sibling, or child of an Owner), ManCave Franchising will have a right of first refusal, as set forth in this Section. Franchisee (or its Owners) shall provide to ManCave Franchising a copy of the terms and conditions of any Transfer. For a period of 30 days from the date of ManCave Franchising's receipt of such copy, ManCave Franchising will have the right, exercisable by notice to Franchisee, to purchase the assets subject of the proposed Transfer for the same price and on the same terms and conditions (except that ManCave Franchising may substitute cash for any other form of payment). If ManCave Franchising does not exercise its right of first refusal, Franchisee may proceed with the Transfer, subject to the other terms and conditions of this Article.
- **15.6 No Sublicense.** Franchisee has no right to sublicense the Marks or any of Franchisee's rights under this Agreement.
- **15.7 No Lien on Agreement.** Franchisee shall not grant a security interest in this Agreement to any person or entity. If Franchisee grants an "all assets" security interest to any lender or other secured party, Franchisee shall cause the secured party to expressly exempt this Agreement from the security interest.

#### ARTICLE 16. INDEMNITY

**16.1 Indemnity.** Franchisee shall indemnify and defend (with counsel reasonably acceptable to ManCave Franchising) ManCave Franchising, its parent entities, subsidiaries and affiliates, and their respective owners, directors, officers, employees, agents, successors and assignees (collectively, "Indemnitees") against all Losses in any Action by or against ManCave Franchising and/or any Indemnitee directly or indirectly related to, or alleged to arise out of, the operation of the Business. Notwithstanding the foregoing, Franchisee shall not be obligated to indemnify an Indemnitee from Actions which Franchisee proves arose solely as a result of any Indemnitee's intentional misconduct or negligence. Any delay or failure by an Indemnitee to notify Franchisee

of an Action shall not relieve Franchisee of its indemnity obligation except to the extent (if any) that such delay or failure materially prejudices Franchisee. Franchisee shall not settle an Action without the consent of the Indemnitee. This indemnity will continue in effect after this Agreement ends.

**16.2 Assumption.** An Indemnitee may elect to assume the defense of any Action subject to this indemnification, and control all aspects of defending the Action, including negotiations and settlement, at Franchisee's expense. Such an undertaking shall not diminish Franchisee's obligation to indemnify the Indemnitees.

#### ARTICLE 17. DISPUTE RESOLUTION

#### 17.1 Arbitration.

- (a) <u>Disputes Subject to Arbitration</u>. Except as expressly provided in subsections (c) and (d), any controversy or claim between the parties (including any controversy or claim arising out of or relating to this Agreement or its formation and including any question of arbitrability) shall be resolved by arbitration administered by the American Arbitration Association in accordance with its Commercial Arbitration Rules, including the Optional Rules for Emergency Measures of Protection. Judgment on the award rendered by the arbitrator may be entered in any court having jurisdiction.
- (b) <u>Location</u>. The place of arbitration shall be the city and state where ManCave Franchising's headquarters are located.
- (c) <u>Injunctive Relief</u>. Either party may apply to the arbitrator seeking injunctive relief until the arbitration award is rendered or the controversy is otherwise resolved. Either party also may, without waiving any remedy or right to arbitrate under this Agreement, seek from any court having jurisdiction any interim or provisional injunctive relief.
- (d) <u>Intellectual Property Claims</u>. Either party may bring a claim involving an alleged infringement of any of ManCave Franchising's intellectual property rights in a court authorized to hear such claims under Section 17.5 of this Agreement.
- (e) <u>Confidentiality</u>. All documents, information, and results pertaining to any arbitration or lawsuit will be confidential, except as required by law or as required for ManCave Franchising to comply with laws and regulations applicable to the sale of franchises.
- (f) <u>Performance During Arbitration or Litigation</u>. Unless this Agreement has been terminated, ManCave Franchising and Franchisee will comply with this Agreement and perform their respective obligations under this Agreement during the arbitration or litigation process.
- **17.2 Damages.** In any controversy or claim arising out of or relating to this Agreement, each party waives any right to punitive or other monetary damages not measured by the prevailing party's actual damages, except damages expressly authorized by federal statute and damages expressly authorized by this Agreement.

- **17.3 Waiver of Class Actions.** The parties agree that any claims will be arbitrated, litigated, or otherwise resolved on an individual basis, and waive any right to act on a class-wide basis.
- **17.4 Time Limitation.** Any arbitration or other legal action arising from or related to this Agreement must be instituted within two years from the date of the conduct or event that forms the basis of the arbitration or other legal action. The foregoing time limit does not apply to claims (i) by ManCave Franchising related to non-payment of Royalty Fees and other amounts owed by Franchisee, (ii) for indemnity under <u>Article 16</u>, or (iii) related to unauthorized use of Confidential Information or the Marks.
- 17.5 Venue Other Than Arbitration. For any legal proceeding not required to be submitted to arbitration, the parties agree that such proceeding will be brought in the United States District Court where ManCave Franchising's headquarters is then located. If there is no federal jurisdiction over the dispute, the parties agree that any such legal proceeding will be brought in the court of record of the state and county where ManCave Franchising's headquarters is then located. Each party consents to the jurisdiction of such courts and waives any objection that it, he or she may have to the laying of venue of any proceeding in any of these courts.
- **17.6 Legal Costs.** In any legal proceeding (including arbitration) related to this Agreement or any guaranty, the non-prevailing party shall pay the prevailing party's attorney fees, costs and other expenses of the legal proceeding. "Prevailing party" means the party, if any, which prevailed upon the central litigated issues and obtained substantial relief.

#### ARTICLE 18. MISCELLANEOUS

- **18.1 Relationship of the Parties.** The parties are independent contractors, and neither is the agent, partner, joint venturer, or employee of the other. ManCave Franchising is not a fiduciary of Franchisee. ManCave Franchising does not control or have the right to control Franchisee or its Business. Any required specifications and standards in this Agreement and in the System Standards exist to protect ManCave Franchising's interest in the System and the Marks, and the goodwill established in them, and not for the purpose of establishing any control, or duty to take control, over the Business. ManCave Franchising has no liability for Franchisee's obligations to any third party whatsoever.
- **18.2 No Third-Party Beneficiaries.** Except as stated in Article 16, this Agreement does not confer any rights or remedies upon any person or entity other than Franchisee, ManCave Franchising, and ManCave Franchising's affiliates.
- **18.3** Entire Agreement. This Agreement constitutes the entire agreement of the parties and supersedes all prior negotiations and representations. Nothing in this Agreement or in any related agreement is intended to disclaim the representations made by ManCave Franchising in its franchise disclosure document.
- **18.4 Modification.** No modification or amendment of this Agreement will be effective unless it is in writing and signed by both parties. This provision does not limit ManCave Franchising's rights to modify the Manual or System Standards.

- **18.5** Consent; Waiver. No consent under this Agreement, and no waiver of satisfaction of a condition or nonperformance of an obligation under this Agreement will be effective unless it is in writing and signed by the party granting the consent or waiver. No waiver by a party of any right will affect the party's rights as to any subsequent exercise of that right or any other right. No delay, forbearance or omission by a party to exercise any right will constitute a waiver of such right.
- **18.6** Cumulative Remedies. Rights and remedies under this Agreement are cumulative. No enforcement of a right or remedy precludes the enforcement of any other right or remedy.
- **18.7 Severability.** The parties intend that (i) if any provision of this Agreement is held by an arbitrator or court to be unenforceable, then that provision be modified to the minimum extent necessary to make it enforceable, unless that modification is not permitted by law, in which case that provision will be disregarded, and (ii) if an unenforceable provision is modified or disregarded, then the rest of this Agreement will remain in effect as written.
- **18.8** Governing Law. The laws of the state of Florida (without giving effect to its principles of conflicts of law) govern all adversarial proceedings between the parties. The parties agree that any Florida law for the protection of franchisees or business opportunity purchasers (including the Florida Sale of Business Opportunities Act) will not apply unless its jurisdictional requirements are met independently without reference to this Section 18.8.
- **18.9 Notices.** Any notice will be effective under this Agreement only if made in writing and delivered as set forth in this Section to: (A) if to Franchisee, addressed to Franchisee at the notice address set forth in the Summary Page; and (B) if to ManCave Franchising, addressed to 950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487. Any party may designate a new address for notices by giving notice of the new address pursuant to this Section. Notices will be effective upon receipt (or first rejection) and must be: (1) delivered personally; (2) sent by registered or certified U.S. mail with return receipt requested; or (3) sent via overnight courier. Notwithstanding the foregoing, ManCave Franchising may amend the Manual, give binding notice of changes to System Standards, and deliver notices of default by electronic mail or other electronic communication.
- **18.10 Holdover.** If Franchisee continues operating the Business after the expiration of the term without a renewal agreement or successor franchise agreement executed by the parties in accordance with Section 3.2, then at any time (regardless of any course of dealing by the parties), ManCave Franchising may by giving written notice to Franchisee (the "Holdover Notice") either (i) require Franchisee to cease operating the Business and comply with all post-closing obligations effective immediately upon giving notice or effective on such other date as ManCave Franchising specifies, or (ii) bind Franchisee to a renewal term of 5 years, collect the renewal fee this Agreement specified in Section 3.2(v), and deem Franchisee and its Owners to have made the general release of liability described in Section 3.2(vi).
- **18.11 Joint and Several Liability.** If two or more people sign this Agreement as "Franchisee", each will have joint and several liability.

**18.12** No Offer and Acceptance. Delivery of a draft of this Agreement to Franchisee by ManCave Franchising does not constitute an offer. This Agreement shall not be effective unless and until it is executed by both Franchisee and ManCave Franchising.

[Signatures on next page]

Agreed to by:

	FRANCHISOR:
	MANCAVE FRANCHISING, LLC
	By:Name:
	Title: Date:
	FRANCHISEE:
	[if an individual:]
	Name:
	Date:
	[if an entity:]
	By: Name:
	Title: Date:
(Check if applicable) At the same time a executing a Rider to Franchise Agreeme	s the parties execute this Agreement, they are also nt pursuant to:
Illinois Indiana	
Maryland Minnesota	
New York North Dakota	
Rhode Island Washington	
Other	

# **Attachment 1 to Franchise Agreement**

# **OWNERSHIP INFORMATION**

Form of Ow	<b>mership.</b> Franchisee is a (check of	one):
	Limited Liability Comp	any
State:		
Owners. If F	Franchisee is a partnership, limite	d liability company or corporation:
	Name	Shares or Percentage of Ownership
Officers. If F	Franchisee is a limited liability co	ompany or corporation:
	Name	Title

# **Attachment 2 to Franchise Agreement**

# LOCATION ACCEPTANCE LETTER

10:		<del></del>
	Location Acceptance Letter is issued hise in accordance with Section 6.1	d by ManCave Franchising, LLC for your ManCave of the Franchise Agreement.
1.	The Location of the Business is:	
2.	The Territory of the Business is:	
		MANCAVE FRANCHISING, LLC
		By:
		Name: Title:
		Data:

## **Attachment 3 to Franchise Agreement**

## **GUARANTY AND NON-COMPETE AGREEMENT**

This Guaranty and Non-Compete Agreement (this "<u>Guaranty</u>") is executed by the undersigned person(s) (each, a "<u>Guarantor</u>") in favor of ManCave Franchising, LLC, a Florida limited liability company ("<u>ManCave Franchising</u>").

Background Statement:	("Franchisee") desires to enter into a
Franchise Agreement with ManCave Franchising for	or the franchise of a ManCave business (the
"Franchise Agreement"; capitalized terms used but no	ot defined in this Guaranty have the meanings
given in the Franchise Agreement). Guarantor owns	an equity interest in Franchisee. Guarantor is
executing this Guaranty in order to induce ManCa	ave Franchising to enter into the Franchise
Agreement.	-

Guarantor agrees as follows:

- 1. Guaranty. Guarantor hereby unconditionally guarantees to ManCave Franchising and its successors and assigns that Franchisee shall pay and perform every undertaking, agreement and covenant set forth in the Franchise Agreement and further guarantees every other liability and obligation of Franchisee to ManCave Franchising, whether or not contained in the Franchise Agreement. Guarantor shall render any payment or performance required under the Franchise Agreement or any other agreement between Franchisee and ManCave Franchising upon demand from ManCave Franchising. Guarantor waives (a) acceptance and notice of acceptance by ManCave Franchising of this Guaranty; (b) notice of demand for payment of any indebtedness or nonperformance of any obligations of Franchisee; (c) protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations hereby guaranteed; (d) any right Guarantor may have to require that an action be brought against Franchisee or any other person or entity as a condition of liability hereunder; (e) all rights to payments and claims for reimbursement or subrogation which any of the undersigned may have against Franchisee arising as a result of the execution of and performance under this Guaranty by the undersigned; (f) any law which requires that ManCave Franchising make demand upon, assert claims against or collect from Franchisee or any other person or entity (including any other guarantor), foreclose any security interest, sell collateral, exhaust any remedies or take any other action against Franchisee or any other person or entity (including any other guarantor) prior to making any demand upon, collecting from or taking any action against the undersigned with respect to this Guaranty; and (g) any and all other notices and legal or equitable defenses to which Guarantor may be entitled.
- 2. Confidential Information. With respect to all Confidential Information Guarantor shall (a) adhere to all security procedures prescribed by ManCave Franchising for maintaining confidentiality, (b) disclose such information to its employees only to the extent necessary for the operation of the Business, (c) not use any such information in any other business or in any manner not specifically authorized or approved in writing by ManCave Franchising, (d) exercise the highest degree of diligence and make every effort to maintain the confidentiality of all such information during and after the term of the Franchise Agreement, (e) not copy or otherwise reproduce any Confidential Information, and (f) promptly report any unauthorized disclosure or use of Confidential Information. Guarantor acknowledges that all Confidential Information is

owned by ManCave Franchising or its affiliates (except for Confidential Information which ManCave Franchising licenses from another person or entity). This Section will survive the termination or expiration of the Franchise Agreement indefinitely.

## 3. Covenants Not to Compete.

- (a) <u>Restriction In Term.</u> During the term of the Franchise Agreement, Guarantor shall not directly or indirectly have any ownership interest in, lend money or provide financial assistance to, provide any services to, or be employed by, any Competitor.
- (b) Restriction Post Term. For two years after the Franchise Agreement expires or is terminated for any reason (or, if applicable, for two years after a Transfer by Guarantor), Guarantor shall not directly or indirectly have any ownership interest in, lend money or provide financial assistance to, provide any services to, or be employed by, any Competitor located within five miles of Franchisee's Territory or within five miles of the territory of any other ManCave business operating on the date of expiration, termination, or transfer, as applicable. If the Franchise Agreement is terminated before the Territory is determined, then the area of non-competition will be the Development Area and within five miles the territory of any other ManCave business operating on the date of termination. If a given ManCave business does not have a defined territory, then for purposes of this Section its territory will be deemed to be a 3-mile radius.
- (c) <u>Interpretation</u>. Guarantor agrees that each of the foregoing covenants is independent of any other covenant or provision of this Guaranty or the Franchise Agreement. If all or any portion of the covenants in this Section is held to be unenforceable or unreasonable by any court or arbitrator, then the parties intend that the court or arbitrator modify such restriction to the extent reasonably necessary to protect the legitimate business interests of ManCave Franchising. Guarantor agrees that the existence of any claim it or Franchisee may have against ManCave Franchising shall not constitute a defense to the enforcement by ManCave Franchising of the covenants of this Section. If Guarantor fails to comply with the obligations under this Section during the restrictive period, then the restrictive period will be extended an additional day for each day of noncompliance.
- **4. Modification.** Guarantor agrees that Guarantor's liability hereunder shall not be diminished, relieved or otherwise affected by (a) any amendment of the Franchise Agreement, (b) any extension of time, credit or other indulgence which ManCave Franchising may from time to time grant to Franchisee or to any other person or entity, or (c) the acceptance of any partial payment or performance or the compromise or release of any claims.
- 5. Governing Law; Dispute Resolution. This Guaranty shall be governed by and construed in accordance with the laws of the state of Florida (without giving effect to its principles of conflicts of law). The parties agree that any Florida law for the protection of franchisees or business opportunity purchasers (including the Florida Sale of Business Opportunities Act) will not apply unless its jurisdictional requirements are met independently without reference to this Section 5. The provisions of Article 17 (Dispute Resolution) of the Franchise Agreement apply to and are incorporated into this Guaranty as if fully set forth herein. Guarantor shall pay to ManCave Franchising all costs incurred by ManCave Franchising (including reasonable attorney fees) in

enforcing this Guaranty. If multiple Guarantors sign this Guaranty, each will have joint and several

## **Attachment 4 to Franchise Agreement**

## CERTIFICATION OF FRANCHISOR'S COMPLIANCE

By signing below, the undersigned acknowledges the following:

- (1) The undersigned understands all the information in ManCave Franchising's Disclosure Document.
- (2) The success or failure of the Business will depend in large part upon Franchisee's skills, abilities and efforts and those of the persons Franchisee employs, as well as many factors beyond Franchisee's control such as weather, competition, interest rates, the economy, inflation, labor and supply costs, and the marketplace.
- (3) That no person acting on ManCave Franchising's behalf made any statement or promise regarding the costs involved in operating a ManCave franchise that is not in the Disclosure Document or that is contrary to, or different from, the information in the Disclosure Document.
- (4) That no person acting on ManCave Franchising's behalf made any claim or representation to Franchisee, orally, visually, or in writing, that contradicted the information in the Disclosure Document.
- (5) That no person acting on ManCave Franchising's behalf made any statement or promise regarding the actual, average or projected profits or earnings, the likelihood of success, the amount of money Franchisee may earn, or the total amount of revenue a ManCave franchise will generate, that is not in the Disclosure Document or that is contrary to, or different from, the information in the Disclosure Document.
- (6) That no person acting on ManCave Franchising's behalf made any statement or promise or agreement, other than those matters addressed in this Agreement, concerning advertising, marketing, media support, market penetration, training, support service, or assistance that is contrary to, or different from, the information contained in the Disclosure Document.
- (7) The undersigned understands that this Agreement contains the entire agreement between ManCave Franchising and Franchisee concerning the ManCave franchise, which means that any oral or written statements not set out in this Agreement will not be binding. In deciding to enter into this Agreement, the undersigned is not relying on any statement, promise, claim, or representation not expressly set forth in this Agreement or in the Disclosure Document.

None of the representations here are intended to act nor shall they act as a release, estoppel or waiver of any liability under the Maryland Franchise Registration and Disclosure Law or under the Washington Franchise Investment Protection Act.

NT	N	
Name:	Name:	
Date:	Date:	

## **EXHIBIT C**

## MULTI-UNIT DEVELOPMENT AGREEMENT

This Multi-Unit Development Agreement (this "MUDA") is made between ManCave	Franchising,
LLC, a Florida limited liability company ("ManCave Franchising") and	, a
(" <u>Franchisee</u> ") on the Effective Date.	

**Background Statement:** On the same day as they execute this MUDA, ManCave Franchising and Franchisee have entered into a Franchise Agreement for the franchise of a ManCave business (the "<u>Franchise Agreement</u>"; capitalized terms used but not defined in this MUDA have the meanings given in the Franchise Agreement). ManCave Franchising and Franchisee desire that Franchisee develop multiple ManCave businesses.

## 1. Multi-Unit Commitment.

(a) <u>Development Schedule</u>; <u>Fee</u>. Franchisee shall develop and open ManCave businesses on the following schedule:

Store #	Deadline for Opening	Total # of Stores to be Open and Operating on Deadline	Initial Franchise Fee
1		1	\$
2		2	\$
3		3	\$
4		4	\$
5		5	\$
Total Initial Franchise Fee:			

- (b) <u>Payment.</u> Upon execution of this MUDA, Franchisee shall pay the total Initial Franchise Fee to ManCave Franchising. The Initial Franchise Fee is non-refundable.
- 2. Form of Agreement. For Store #1, Franchisee and ManCave Franchising have executed the Franchise Agreement simultaneously with this MUDA. For each additional ManCave franchise, Franchisee shall execute ManCave Franchising's then-current standard form of franchise agreement no later than three business days after Franchisee leases or acquires a location. This MUDA does not give Franchisee the right to construct, open, or operate a ManCave business, and Franchisee acknowledges that Franchisee may construct, open, and operate each ManCave

business only pursuant to a separate franchise agreement executed pursuant to this MUDA for each such ManCave business.

3. <b>Development Area.</b> Franchisee shall locate each ManCave business it d	levelops under this
MUDA within the following area:	(the
"Development Area"). Franchisee acknowledges that it does not have exclusive	rights to develop,
open or operate ManCave businesses in the Development Area.	

- **4. Default and Termination.** ManCave Franchising may terminate this MUDA by giving notice to Franchisee, without opportunity to cure, if any of the following occur:
  - (i) Franchisee fails to satisfy the development schedule; or
  - (ii) ManCave Franchising has the right to terminate any franchise agreement between ManCave Franchising and Franchisee (or any affiliate thereof) due to Franchisee's default thereunder (whether or not ManCave Franchising actually terminates such franchise agreement).
- **5. Limitation of Liability.** Franchisee's commitment to develop ManCave businesses is in the nature of an option only. If ManCave Franchising terminates this MUDA for Franchisee's default, Franchisee shall not be liable to ManCave Franchising for lost future revenues or profits from the unopened ManCave businesses. Franchisee may terminate this MUDA at any time.
- **6. Conditions.** Franchisee's right to develop each ManCave franchise after the Store #1 is subject to the following:
  - (i) Franchisee must possess sufficient financial and organizational capacity to develop, open, openate, and manage each additional ManCave business, in the reasonable judgment of ManCave Franchising, and
  - (ii) Franchisee must be in full compliance with all brand requirements at its open ManCave businesses, and not in default under any Franchise Agreement or any other agreement with ManCave Franchising.
- 7. **Dispute Resolution; Miscellaneous.** The laws of the State of Florida (without giving effect to its principles of conflicts of law) govern all adversarial proceedings between the parties. The parties agree that any Florida law for the protection of franchisees or business opportunity purchasers (including the Florida Sale of Business Opportunities Act) will not apply unless its jurisdictional requirements are met independently without reference to this <u>Section 7</u>. Franchisee shall not Transfer this MUDA without the prior written consent of ManCave Franchising, and any Transfer without ManCave Franchising's prior written consent shall be void. The provisions of Article 17 (Dispute Resolution) and Article 18 (Miscellaneous) of the Franchise Agreement apply to and are incorporated into this MUDA as if fully set forth herein.

[Signatures on Next Page]

Agreed to by:

	FRANCHISOR:
	MANCAVE FRANCHISING, LLC
	By: Name:
	Title:
	Date:
	FRANCHISEE:
	[if an individual:]
	Name:
	[if an entity:]
	By:
	Name:
	Title:
	Date:
(Check if applicable) At the same time as executing a Rider to Multi-Unit Development	the parties execute this Agreement, they are also ment Agreement pursuant to:
Illinois Indiana	
Maryland Minnesota	
New York	
North Dakota	
Rhode Island	
Washington	
Other	

### **EXHIBIT D**

## RIDER TO LEASE AGREEMENT

Landlord:	Franchisor: ManCave Franchising, LLC
Notice Address:	Notice Address: 950 Peninsula Corporate
	Circle, Suite 1020, Boca Raton, FL 33487
	Telephone: 561-789-5153
Telephone:	
Tenant:	
Leased Premises:	

- 1. <u>Use</u>. Tenant is a franchisee of Franchisor. The Leased Premises shall be used only for the operation of a ManCave business (or any name authorized by Franchisor).
- 2. <u>Notice of Default and Opportunity to Cure</u>. Landlord shall provide Franchisor with copies of any written notice of default ("<u>Default</u>") given to Tenant under the Lease, and Landlord grants to Franchisor the option (but not the obligation) to cure any Default under the Lease (should Tenant fail to do so) within 10 days after the expiration of the period in which Tenant may cure the Default.
- 3. <u>Termination of Lease</u>. Landlord shall copy Franchisor on any notice of termination of the Lease. If Landlord terminates the Lease for Tenant's Default, Franchisor shall have the option to enter into a new Lease with Landlord on the same terms and conditions as the terminated Lease. To exercise this option, Franchisor must notify Landlord within 15 days after Franchisor receives notice of the termination of the Lease.
- 4. <u>Termination of Franchise Agreement</u>. If the Franchise Agreement between Franchisor and Tenant is terminated during the term of the Lease, then upon the written request of Franchisor, Tenant shall assign the Lease to Franchisor. Landlord hereby consents to the assignment of the Lease to Franchisor.
- 5. <u>Assignment and Subletting</u>. Notwithstanding any provision of the Lease to the contrary, Tenant shall have the right to assign or sublet the Lease to Franchisor or its affiliate, provided that no such assignment or sublease shall relieve Tenant or any guarantor of liability under the Lease unless otherwise agreed by Landlord. If Franchisor or its affiliate becomes the lessee of the Leased Premises, then Franchisor shall have the right to assign or sublease its lease to a franchisee of the ManCave brand. Any provision of the Lease which limits Tenant's right to own or operate other ManCave outlets in proximity to the Leased Premises shall not apply to Franchisor or its affiliates.
- 6. <u>Authorization</u>. Tenant authorizes Landlord and Franchisor to communicate directly with each other about Tenant and Tenant's business.

- 7. Right to Enter. Upon the expiration or termination of the Franchise Agreement or the Lease, or the termination of Tenant's right of possession of the Leased Premises, Franchisor or its designee may, after giving reasonable prior notice to Landlord, enter the Leased Premises to remove signs and other material bearing Franchisor's brand name, trademarks, and commercial symbols, provided that Franchisor will be liable to Landlord for any damage Franchisor or its designee causes by such removal.
- 8. <u>No Liability</u>. By executing this Rider, Franchisor does not assume any liability with respect to the Leased Premises or any obligation as Tenant under the Lease.

Executed by:

LANDLORD:
P <sub>W</sub>
By:
Name:
Title:
<u> </u>
TENANT:
By:
Name:
Title:
Date:
FRANCHISOR:
MANCAVE FRANCHISING, LLC
By:
Name:
Title:
Date:

### **EXHIBIT E**

## FORM OF GENERAL RELEASE

[This is our current standard form of General Release. This document is not signed when you purchase a franchise. In circumstances such as a renewal of your franchise or as a condition of our approval of a sale of your franchise, we may require you to sign a general release.]

This General Release ("<u>Release</u>") is executed by the undersigned ("<u>Releasor</u>") in favor of ManCave Franchising, LLC, a Florida limited liability company ("<u>ManCave Franchising</u>").

**Background Statement:** [describe circumstances of Release]

Releasor agrees as follows:

- 1. Release. Releasor (on behalf of itself and its parents, subsidiaries and affiliates and their respective past and present officers, directors, shareholders, managers, members, partners, agents, and employees (collectively, the "Releasing Parties")) hereby releases ManCave Franchising, its affiliates, and their respective directors, officers, shareholders, employees, franchise sellers, and agents (collectively, the "Released Parties") from any and all claims, causes of action, suits, debts, agreements, promises, demands, liabilities, contractual rights and/or obligations, of whatever nature, known or unknown, which any Releasing Party now has or ever had against any Released Party based upon and/or arising out of events that occurred through the date hereof, including without limitation, anything arising out of the Franchise Agreement (collectively, "Claims").
- 2. Covenant Not to Sue. Releasor (on behalf of all Releasing Parties) covenants 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 Released Party with respect to any Claim.
- **3.** Representations and Acknowledgments. Releasor represents and warrants that: (i) Releasor is the sole owner of all Claims, and that no Releasing Party has assigned or transferred, or purported to assign or transfer, to any person or entity, any Claim; (ii) Releasor has full power and authority to sign this Release; and (iii) this Release has been voluntarily and knowingly signed after Releasor has had the opportunity to consult with counsel of Releasor's choice. Releasor acknowledges that the release in Section 1 is a complete defense to any Claim.
- **4. Miscellaneous.** If any of the provisions of this Release are held invalid for any reason, the remainder of this Release will not be affected and will remain in full force and effect. In the event of any dispute concerning this Release, the dispute resolution, governing law, and venue provisions of the Franchise Agreement shall apply. Releasor agrees to take any actions and sign any documents that ManCave Franchising reasonably requests to effectuate the purposes of this Release. This Release contains the entire agreement of the parties concerning the subject matter hereof.

## 5. State Addenda.

[Maryland Residents]: This Release shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

[Washington Residents]: A release or waiver of rights executed by a franchisee shall not include rights under the Washington Franchise Investment Protection Act except when executed pursuant to a negotiated settlement after the franchise agreement is in effect and where the parties are represented by independent counsel.

Agreed to by:	
	Name:
	Date:

# **EXHIBIT F**

# FINANCIAL STATEMENTS

# PATRICK F. GOWATY, CPA

327 Nature Trail Ln.
Pittsburgh, PA 15668
412-337-0682

MANCAVE FRANCHISING, LLC

DECEMBER 31, 2021

FINANCIAL STATEMENTS

# PATRICK F. GOWATY, CPA

327 Nature Trail Ln.
Pittsburgh, PA 15668
412-337-0682

April 24, 2022

INDEPENDENT AUDITORS' REPORT

Board of Directors and Members of Mancave Franchising, LLC:

#### REPORT ON FINANCIAL STATEMENTS

I have audited the accompanying balance sheet of Mancave Franchising, LLC as of December 31, 2021 and December 31, 202 and the related statements of operations, changes in equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management.

#### MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these financial statements in accordance with principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## **AUDITOR'S RESPONSIBILITY**

My responsibility is to express an opinion on these financial statements based on my audits. I conducted my audits in accordance with generally accepted auditing standards as accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements 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 the Company's internal control. Accordingly, I express no such opinion.

An audit also includes evaluating appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. examining, on a test basis, evidence supporting the amounts and disclosures in

the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### **OPINION**

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mancave Franchising, LLC as of December 31, 2021 and the related statements of operations, changes in equity and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Patrick F. Gowaty

**Certified Public Accountant** 

Patrick F. Gowaty, CPA

# Mancave Franchising, LLC

## **Balance Sheet**

	2021	2020
CURRENT ASSETS		
Cash on Hand	\$ 203,668	\$ 200,663
Due from Affiliates	-	63,660
TOTAL CURRENT ASSETS	203,668	264,323
FIXED ASSETS		
Training Facility	100,450	122,716
Equipment (Net of Depreciation)	4,315	19,086
TOTAL FIXED ASSETS	104,765	141,802
OTHER ASSETS		
Investment in Mancaves	800,000	800,000
Security Deposit	-	4,315
TOTAL OTHER ASSETS	800,000	804,315
TOTAL ASSETS	\$ 1,108,433	\$ 1,210,440
LIABILITIES		
Accounts Payable	\$ 10,277	\$ 32,543
Franchise Deposit	19,900	19,900
Related Party Loan	800,000	800,000
MEMBER EQUITY		
Total Equity	278,254	357,997
TOTAL LIABILITIES AND EQUITY	\$ 1,108,431	\$ 1,210,440

# Mancave Franchising, LLC

# **Statement of Operations**

	2021	2020
Services Revenue	95,307	55,160
Cost of Goods Sold	14,903	21,277
Gross Profit	80,404	33,883
Operating Expenses		
Advertising and Promotion	5,627	-
Auto Expense	1,117	3,977
Legal Expense	-	4,100
Licenses	547	-
Bank Charges	250	250
Insurance	11,467	5,154
Office Expenses	912	316
Meals and Entertainment	51	378
Rent	20,367	-
Repairs and Maintenance	815	-
Office Supplies	626	249
Miscellaneus	4,174	-
Utilities	4,864	240
Total Operating Expenses	50,817	14,664
Net Income	20 507	10 210
NET HICOTHE	29,587	19,219

# Mancave Franchise, LLC

## Statement of Cash Flows

OPERATING ACTIVITIES		2021	2020
Net Income	\$	29,587	\$ 19,219
Change in Accounts Payable		(22,266)	32,543
INVESTING ACTIVITIES			
Security Deposit		(4,315)	
Investment - Mancaves		(800,000)	(800,000)
FINANCING ACTIVITIES			
Shareholder Loans		800,000	800,000
Changes in Cash	\$	3,006	51,762
Changes in Cash	<u> </u>	0,000   4	0 = 0,7 0 =
CASH RECONCILIATION			
Cash at Beginning of Period	\$	200,663	148,901
Cash at End of Period		203,669	200,663
		1	
Net Change in Cash	\$	3,006	51,762

# Mancave Franchise, LLC

# Statement of Members' Equity

Equity at December 31, 2020	\$ 357,997
Net Income	29,587
Member Distribution of Loan	 (109,328)
Equity at December 31, 2021	\$ 278,256
Total Equity Per 12/31/21 Balance Sheet	\$ 278,254

## Mancave Franchising, LLC

#### **Notes to Financial Statements**

### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### ORGANIZATION AND NATURE OF BUSINESS

The Company was organized as a Limited Liability Company under the laws of the state of Florida for the purpose of offering franchise opportunities to entrepreneurs who want to own and operate their own Man Cave barber shop operation as a franchise.

#### **BASIS OF PRESENTATION**

The financial statements are presented on the accrual basis of accounting.

#### REVENUE RECOGNITION

The Company accounts for revenue using the accounting method prescribed under Accounting Standards Codification 606 ("ASC") Topic Franchisors. Deferred revenue consists of fees paid to the Company when a franchise agreement is signed. This revenue is deferred until all material services or conditions relating to the sale have been substantially performed or satisfied by the Company. In 2020, the Company recognized franchise fees. The Company similarly defers the related expenses specific to the franchise agreements, primarily sales commissions. Similarly, there are no prepaid commissions relating to the deferred revenue. Royalty fees will be charged on a monthly basis and are recorded as earned.

### COMPANY INCOME TAXES

The Company, with the consent of its stockholders, has elected to be a limited liability company. In lieu of income taxes at the business level, the members of a limited liability company is taxed based on its proportionate share of the Company's taxable income. Therefore, no provision for income taxes is required.

#### NOTE 2 DISCLOSURE ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS

The Company estimates that the fair value of all financial instruments at December 31, 2020, as defined in FASB 107, does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying balance sheet. The estimated fair value amounts have been determined by the Company using available market information and appropriate valuation methodologies. Considerable judgment is required in interpreting market data to develop the estimates of fair value, and accordingly, the estimates are not necessarily indicative of the amounts that the Company could realize in a current market exchange.

#### NOTE 3 FRANCHISE AGREEMENT

The terms of the Company's franchise agreement will be as follows:

- A. The Company will grant the right to use the Company name, Trademark, and system in the franchisee's franchise development business.
- B. The franchisee is obligated to pay a non-refundable initial franchise fee.
- C. The franchisee is obligated to pay a monthly royalty fee. Certain other fees are also outlined in the agreement.

## NOTE 4 INVESTMENT IN MAN CAVES

Man Cave Franchising, LLC has made investments in six Man Cave for Men Barbershops located in Florida. The investment per location ranged from \$90,000 to a high of \$150,000. The investment of the six locations totaled \$800,000.

#### NOTE 5 RELATED PARTY LOAN

In 2020, the majority member provided an \$800,000 loan to the Company to fund operations and investments being made. The interest rate being charged is zero percent and the loan has no stated repayment terms. The loan will be repaid as cashflows from the Company permit.

## **NOTE 6 SUBSEQUENT EVENTS**

Subsequent events have been evaluated through April 24, 2022, the date that the financial statements were available to be issued.

# PATRICK F. GOWATY, CPA

327 Nature Trail Ln.
Pittsburgh, PA 15668
412-337-0682

MANCAVE FRANCHISING, LLC

DECEMBER 31, 2020

FINANCIAL STATEMENTS

# PATRICK F. GOWATY, CPA

327 Nature Trail Ln.
Pittsburgh, PA 15668
412-337-0682

June 26, 2021

INDEPENDENT AUDITORS' REPORT

Board of Directors and Members of Mancave Franchising, LLC:

#### REPORT ON FINANCIAL STATEMENTS

I have audited the accompanying balance sheet of Mancave Franchising, LLC as of December 31, 2020 and the related statements of operations, changes in equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management.

#### MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these financial statements in accordance with principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

## **AUDITOR'S RESPONSIBILITY**

My responsibility is to express an opinion on these financial statements based on my audits. I conducted my audits in accordance with generally accepted auditing standards as accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements 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 the Company's internal control. Accordingly, I express no such opinion.

An audit also includes evaluating appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. examining, on a test basis, evidence supporting the amounts and disclosures in

the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### **OPINION**

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mancave Franchising, LLC as of December 31, 2020 and the related statements of operations, changes in equity and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Patrick F. Gowaty

**Certified Public Accountant** 

Patrick F. Gowaty, CPA

# Mancave Franchising, LLC

## **Balance Sheet**

		2020
CURRENT ASSETS		
Cash on Hand - Regions Bank	\$	200,663
Due from Affiliates		63,660
TOTAL CURRENT ASSETS		264,323
FIXED ASSETS		
Training Facility		122,716
Equipment		19,086
TOTAL FIXED ASSETS		141,802
OTHER ASSETS		
Investment in Mancaves		800,000
Security Deposit		4,315
TOTAL OTHER ASSETS		804,315
TOTAL ASSETS	\$	1,210,440
LIABILITIES		
Accounts Payable	\$	32,543
Franchise Deposit	•	19,900
Related Party Loan		800,000
MEMBER EQUITY		
Retained Earnings		357,997
TOTAL LIABILITIES AND EQUITY	\$	1,210,440
•	<u> </u>	

# Mancave Franchising, LLC

# **Statement of Operations**

	2020
Services Revenue	55,160
Cost of Goods Sold	21,277
Gross Profit	33,883
Operating Expenses	
Auto Expense	3,977
Legal Expense	4,100
Bank Charges	250
Insurance	5,154
Office Expenses	316
Meals and Entertainment	378
Office Supplies	249
Utilities	240
Total Operating Expenses	14,664
Net Income	19,219

# Mancave Franchise, LLC

## Statement of Cash Flows

OPERATING ACTIVITIES	
Net Income	\$ 19,219
Change in Accounts Payable	32,543
INVESTING ACTIVITIES Investment - Mancaves	(800,000)
FINANCING ACTIVITIES	
Shareholder Loans	 800,000
Changes in Cash	\$ 51,762
<u>CASH RECONCILIATION</u> Cash at Beginning of Period	\$ 148,901
Cash at End of Period	 200,663
Net Change in Cash	\$ 51,762

# Mancave Franchise, LLC

# Statement of Members' Equity

Equity at December 31, 2019	\$ 338,778
Net Income	19,219
Member Distributions	 <u>-</u>
Equity at December 31, 2020	\$ 357,997

## Mancave Franchising, LLC

#### **Notes to Financial Statements**

### NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### ORGANIZATION AND NATURE OF BUSINESS

The Company was organized as a Limited Liability Company under the laws of the state of Florida for the purpose of offering franchise opportunities to entrepreneurs who want to own and operate their own Man Cave barber shop operation as a franchise.

#### **BASIS OF PRESENTATION**

The financial statements are presented on the accrual basis of accounting.

#### REVENUE RECOGNITION

The Company accounts for revenue using the accounting method prescribed under Accounting Standards Codification 606 ("ASC") Topic Franchisors. Deferred revenue consists of fees paid to the Company when a franchise agreement is signed. This revenue is deferred until all material services or conditions relating to the sale have been substantially performed or satisfied by the Company. In 2020, the Company recognized franchise fees. The Company similarly defers the related expenses specific to the franchise agreements, primarily sales commissions. Similarly, there are no prepaid commissions relating to the deferred revenue. Royalty fees will be charged on a monthly basis and are recorded as earned.

### COMPANY INCOME TAXES

The Company, with the consent of its stockholders, has elected to be a limited liability company. In lieu of income taxes at the business level, the members of a limited liability company is taxed based on its proportionate share of the Company's taxable income. Therefore, no provision for income taxes is required.

#### NOTE 2 DISCLOSURE ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS

The Company estimates that the fair value of all financial instruments at December 31, 2020, as defined in FASB 107, does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying balance sheet. The estimated fair value amounts have been determined by the Company using available market information and appropriate valuation methodologies. Considerable judgment is required in interpreting market data to develop the estimates of fair value, and accordingly, the estimates are not necessarily indicative of the amounts that the Company could realize in a current market exchange.

#### NOTE 3 FRANCHISE AGREEMENT

The terms of the Company's franchise agreement will be as follows:

- A. The Company will grant the right to use the Company name, Trademark, and system in the franchisee's franchise development business.
- B. The franchisee is obligated to pay a non-refundable initial franchise fee.
- C. The franchisee is obligated to pay a monthly royalty fee. Certain other fees are also outlined in the agreement.

## NOTE 4 INVESTMENT IN MAN CAVES

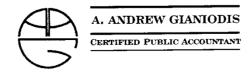
Man Cave Franchising, LLC has made investments in six Man Cave for Men Barbershops located in Florida. The investment per location ranged from \$90,000 to a high of \$150,000. The investment of the six locations totaled \$800,000.

#### NOTE 5 RELATED PARTY LOAN

In 2020, the majority member provided an \$800,000 loan to the Company to fund operations and investments being made. The interest rate being charged is zero percent and the loan has no stated repayment terms. The loan will be repaid as cashflows from the Company permit.

## **NOTE 6 SUBSEQUENT EVENTS**

Subsequent events have been evaluated through June 26, 2021, the date that the financial statements were available to be issued.



MANCAVE FRANCHISING, LLC
DECEMBER 31, 2019 AND 2018
FINANCIAL STATEMENTS

279 Niagara Falls Blvd.

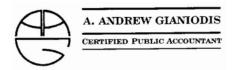
Amherst, New York 14226

716 – 510-6068

# MANCAVE FRANCHISING, LLC

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STATEMENT OF CHANGES IN MEMBERS' EQUITY	4
STATEMENT OF CASH FLOWS.	5
NOTES TO FINANCIAL STATEMENTS	3-7



February 29, 2020

#### INDEPENDENT AUDITORS' REPORT

Board of Directors and Members of Mancave Franchising, LLC:

#### REPORT ON FINANCIAL STATEMENTS

I have audited the accompanying balance sheet of Mancave Franchising, LLC as of December 31, 2019 and 2018 and the related statements of operations, changes in equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management.

#### MANAGEMENT'S RESPONSIBILITY FOR THE FINANCIAL STATEMENTS

Management is responsible for the preparation and fair presentation of these financial statements in accordance with principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### **AUDITOR'S RESPONSIBILITY**

My responsibility is to express an opinion on these financial statements based on my audits. I conducted my audits in accordance with generally accepted auditing standards as accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of risks of material misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements 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 the Company's internal control. Accordingly, I express no such opinion.

-1-

279 Niagara Falls Blvd.

Amherst, New York 14226

716 - 510-6068

An audit also includes evaluating appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements. examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

#### **OPINION**

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mancave Franchising, LLC as of December 31, 2019 and 2018 and the related statements of operations, changes in equity and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

A. Andrew Gianiodis

Certified Public Accountant

### **EXHIBIT G**

## OPERATING MANUAL TABLE OF CONTENTS

Manual Section	Number of Pages
Preface & Introduction	33
Establishing My Franchise Business	35
Personnel	50
Administrative Procedures	27
Daily Procedures	21
Selling & Marketing	26
<b>Total Number of Pages</b>	192

#### **EXHIBIT H**

#### **CURRENT AND FORMER FRANCHISEES**

#### **Current Franchisees**

Names of all current franchisees (as of the end of our last fiscal year) and the address and telephone number of each of their outlets:

#### Florida:

Cathy Renard, Boca Raton and Delray Market Boca Raton, Florida 786-479-2142 cathy.renardbert@gmail.com

Elizabeth Aiu, Mancave for Men Boynton Beach LLC Boynton Beach, Florida 561-350-9857 debbieaiu1@gmail.com

Cathy Renard, Boca Raton and Delray Market Delray Beach, Florida 786-479-2142 cathy.renardbert@gmail.com

Audrey Mulateri, Pineapple Grove Delray Beach, Florida 561-808-4615, audreymulateri@gmail.com

Javier Castro – Invesments Javier Castro LLC Doral, Florida 954-795-7961 mancavedoral@gmail.com

Meggy Lariviere- ManCave at PGA LLC Palm Beach Gardens, Florida meggy@midalto.com 561-413-4333 01/01/2022

Ibrahim Saad 3nd Location ManCave Waterside LLC Sarasota, Florida 313-641-1151 <u>isaad4784@hotmail.com</u>

### North Dakota:

Ashley Aos, Williston North Dakota Williston, North Dakota 701-739-2971, <a href="mailto:ashleyaos@hotmail.com">ashleyaos@hotmail.com</a>

Note: We did not have any franchisees who signed Multi-Unit Development Agreements at the close of our last fiscal year.

Franchisees who had signed franchise agreements as of the end of our last fiscal year but are not yet open:

Georges Nader CDGN enterprises LLC <a href="mailto:cdgnenterprices@gmail.com">cdgnenterprices@gmail.com</a> 305-607-5251

#### Former Franchisees

Name, city and state, and current business telephone number, or if unknown, the last known home telephone number of every franchisee who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the franchise agreement during the most recently completed fiscal year or who have not communicated with us within 10 weeks of the disclosure document issuance date:

None

### **EXHIBIT I**

## STATE ADDENDA TO DISCLOSURE DOCUMENT

#### CALIFORNIA ADDENDUM TO DISCLOSURE DOCUMENT

California Corporations Code, Section 31125 requires the franchisor to give the franchisee a disclosure document, approved by the Department of Financial Protection and Innovation, prior to a solicitation of a proposed material modification of an existing franchise.

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 OFFERING CIRCULAR.

OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT www.dfpi.ca.gov.

THESE FRANCHISES HAVE BEEN REGISTERED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF CALIFORNIA. SUCH REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF FINANCIAL PROTECTION AND INNOVATION NOR A FINDING BY THE COMMISSIONER THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

ALL THE OWNERS OF THE FRANCHISE WILL BE REQUIRED TO EXECUTE PERSONAL GUARANTEES. THIS REQUIREMENT PLACES THE MARITAL ASSETS OF THE SPOUSES DOMICILED IN COMMUNITY PROPERTY STATES – ARIZONA, CALIFORNIA, IDAHO, LOUISIANA, NEVADA, NEW MEXICO, TEXAS, WASHINGTON AND WISCONSIN AT RISK IF YOUR FRANCHISE FAILS.

1. The following paragraph is added to the end of Item 3 of the Disclosure Document:

Neither franchisor nor any person or franchise broker in Item 2 of this 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 such persons from membership in that association or exchange.

2. The following paragraph is added to the end of Item 6 of the Disclosure Document:

With respect to the Late Fee described in Item 6, this Item is amended to disclose that the maximum rate of interest permitted under California law is 10%.

3. The following paragraphs are added at the end of Item 17 of the Disclosure Document:

The Franchise Agreement requires franchisee to sign a general release of claims upon renewal or transfer of the Franchise Agreement. California Corporations Code Section 31512 provides that any condition, stipulation or provision purporting to bind any person

acquiring a franchise to waive compliance with any provision of that law or any rule or order thereunder is void.

California 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 the law, the law will control.

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.).

The Franchise Agreement contains a covenant not to compete which extends beyond the termination of the franchise. This provision may not be enforceable under California law.

The Franchise Agreement requires binding arbitration. The arbitration will occur in Boca Raton, Florida, with the costs being borne equally by Franchisor and Franchisee. Prospective franchisees are encouraged to consult private legal counsel to determine the applicability of California and federal laws (such as Business and Professions Code Section 20040.5, Code of Civil Procedure Section 1281, and the Federal Arbitration Act) to any provisions of a franchise agreement restricting venue to a forum outside the State of California.

The Franchise Agreement requires application of the laws of Florida. This provision may not be enforceable under California law.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

4. The following paragraph is added at the end of Item 19 of the Disclosure Document:

The earnings claims figures do not reflect the costs of sales, operating expenses, or other 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 ManCave business. Franchisees or former franchisees, listed in the offering circular, may be one source of this information.

No statement, questionnaire, or acknowledgement signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

California's Franchise Investment Law (Corporation Code sections 31512 and 3152.1) states that any provision of a franchise agreement or related document requiring the franchisee to waive specific provisions of the law is contrary to public policy and is void and unenforceable. The law also prohibits a franchisor from disclaiming or denying (i) representation it, its employees or its agents make to you, (ii) your ability to rely on any representations it makes to you, or (iii) any violations of the law.

#### HAWAII ADDENDUM TO DISCLOSURE DOCUMENT

In the State of Hawaii only, this Disclosure Document is amended as follows:

THESE FRANCHISES WILL BE/HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS OR A FINDING BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, OR SUBFRANCHISOR, AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE, OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, OR SUBFRANCHISOR, WHICHEVER OCCURS FIRST, A COPY OF THE DISCLOSURE DOCUMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE.

THIS DISCLOSURE DOCUMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

Registered agent in the state authorized to receive service of process:

Commissioner of Securities 335 Merchant Street Honolulu, Hawaii 96813

<u>Registration of franchises or filings of offering circulars in other states</u>. As of the date of filing of this Addendum in the State of Hawaii:

- 1. A franchise registration is effective or an offering circular is on file in the following states: \_\_\_\_\_
  - 2. A proposed registration or filing is or will be shortly on file in the following states:
    - 3. No states have refused, by order or otherwise to register these franchises.
    - 4. No states have revoked or suspended the right to offer these franchises.

5.	The proposed registration of these franchises has not been withdrawn in any state.

#### ILLINOIS ADDENDUM TO DISCLOSURE DOCUMENT

In recognition of the requirements of the Illinois Franchise Disclosure Act of 1987, as amended (the "<u>Act</u>"), this Disclosure Document is amended as follows:

Illinois law governs the agreements between the parties to this franchise.

Section 4 of the Act provides that any provision in a franchise agreement that designates jurisdiction or venue outside the State of Illinois is void. However, a franchise agreement may provide for arbitration outside of Illinois.

Section 41 of the Act provides that any condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with the Act or any other law of Illinois is void.

Your rights upon termination and non-renewal of a franchise agreement are set forth in sections 19 and 20 of the Act.

#### MARYLAND ADDENDUM TO DISCLOSURE DOCUMENT

In the State of Maryland only, this Disclosure Document is amended as follows:

The following is added to Item 17:

The general release required as a condition of renewal, sale, and/or assignment/transfer shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law.

Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.

You have the right to file a lawsuit alleging a cause of action arising under the Maryland Franchise Law in any court of competent jurisdiction in the State of Maryland.

The Franchise Agreement provides for termination upon bankruptcy of the franchisee. This provision may not be enforceable under federal bankruptcy law.

#### MINNESOTA ADDENDUM TO DISCLOSURE DOCUMENT

In the State of Minnesota only, this Disclosure Document is amended as follows:

- Minnesota Statutes, Section 80C.21 and Minnesota Rules 2860.4400(J) prohibit the franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreement(s) can abrogate or reduce (1) any of the franchisee's rights as provided for in Minnesota Statutes, Chapter 80C or (2) franchisee's rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.
- With respect to franchises governed by Minnesota law, the franchisor will comply with Minnesota Statutes, Section 80C.14, Subd. 3-5, which require (except in certain specified cases) (1) that a franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice for non-renewal of the franchise agreement and (2) that consent to the transfer of the franchise will not be unreasonably withheld.
- The franchisor will protect the franchisee's rights to use the trademarks, service marks, trade names, logotypes or other commercial symbols or indemnify the franchisee from any loss, costs or expenses arising out of any claim, suit or demand regarding the use of the name.
- Minnesota considers it unfair to not protect the franchisee's right to use the trademarks. Refer to Minnesota Statues, Section 80C.12, Subd. 1(g).
- Minnesota Rules 2860.4400(D) prohibits a franchisor from requiring a franchisee to assent to a general release.
- The franchisee cannot consent to the franchisor obtaining injunctive relief. The franchisor may seek injunctive relief. See Minn. Rules 2860.4400J. Also, a court will determine if a bond is required.
- The Limitations of Claims section must comply with Minnesota Statutes, Section 80C.17, Subd. 5, which states "No action may be commenced pursuant to this Section more than three years after the cause of action accrues."

THESE FRANCHISES HAVE BEEN REGISTERED UNDER THE MINNESOTA FRANCHISE ACT. REGISTRATION DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE COMMISSIONER OF COMMERCE OF MINNESOTA OR A FINDING BY THE COMMISSIONER THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE MINNESOTA FRANCHISE ACT MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WHICH IS SUBJECT TO REGISTRATION

WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, AT LEAST 7 DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST 7 DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION, BY THE FRANCHISEE, WHICHEVER OCCURS FIRST, A COPY OF THIS PUBLIC OFFERING STATEMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE FRANCHISE. THIS PUBLIC OFFERING STATEMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR AN UNDERSTANDING OF ALL RIGHTS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

#### NEW YORK ADDENDUM TO DISCLOSURE DOCUMENT

In the State of New York only, this Disclosure Document is amended as follows:

1. The following information is added to the cover page of the Franchise Disclosure Document:

INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR SOURCES OF INFORMATION. REGISTRATION OF THIS FRANCHISE BY NEW YORK STATE DOES NOT MEAN THAT NEW YORK STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THE FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND NEW YORK STATE DEPARTMENT OF LAW, BUREAU OF INVESTOR PROTECTION AND SECURITIES, 28 LIBERTY ST. 21ST FLOOR, NEW YORK, NY 10005. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT. HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.

2. The following is added at the end of Item 3:

Except as provided above, with regard to the franchisor, its predecessor, a person identified in Item 2, or an affiliate offering franchises under the franchisor's principal trademark:

- A. No such party has an administrative, criminal or civil action pending against that person alleging: a felony, a violation of a franchise, antitrust, or securities law, fraud, embezzlement, fraudulent conversion, misappropriation of property, unfair or deceptive practices, or comparable civil or misdemeanor allegations.
- B. No such party has pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.
- C. No such party has been convicted of a felony or pleaded nolo contendere to a felony charge or, within the 10 year period immediately preceding the application for registration, has been convicted of or pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antifraud, or securities law; fraud; embezzlement; fraudulent conversion or misappropriation of property; or unfair or deceptive practices or comparable allegations.
- D. No such party is subject to a currently effective injunctive or restrictive order or decree relating to the franchise, or under a Federal, State, or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending

action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunctive or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting a license as a real estate broker or sales agent.

3. The following is added to the end of Item 4:

Neither the franchisor, its affiliate, its predecessor, officers, or general partner during the 10-year period immediately before the date of the offering circular: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within 1 year after that officer or general partner of the franchisor held this position in the company or partnership.

4. The following is added to the end of Item 5:

The initial franchise fee constitutes part of our general operating funds and will be used as such in our discretion.

5. The following is added to the end of the "Summary" sections of Item 17(c), titled "Requirements for franchisee to renew or extend," and Item 17(m), entitled "Conditions for franchisor approval of transfer":

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this proviso that the non-waiver provisions of General Business Law Sections 687.4 and 687.5 be satisfied.

6. The following language replaces the "Summary" section of Item 17(d), titled "Termination by franchisee":

You may terminate the agreement on any grounds available by law.

7. The following is added to the end of the "Summary" section of Item 17(j), titled "Assignment of contract by franchisor":

However, no assignment will be made except to an assignee who in good faith and judgment of the franchisor, is willing and financially able to assume the franchisor's obligations under the Franchise Agreement.

8. The following is added to the end of the "Summary" sections of Item 17(v), titled "Choice of forum", and Item 17(w), titled "Choice of law": The foregoing choice of law should not be

considered a waiver of any right conferred upon the franchisor or upon the franchisee by Articl 33 of the General Business Law of the State of New York.	e

#### NORTH DAKOTA ADDENDUM TO DISCLOSURE DOCUMENT

In the State of North Dakota only, this Disclosure Document is amended as follows:

THE SECURITIES COMMISSIONER HAS HELD THE FOLLOWING TO BE UNFAIR, UNJUST OR INEQUITABLE TO NORTH DAKOTA FRANCHISEES (NDCC SECTION 51-19-09):

- 1. <u>Restrictive Covenants</u>: Franchise disclosure documents that disclose the existence of covenants restricting competition contrary to NDCC Section 9-08-06, without further disclosing that such covenants will be subject to the statute.
- 2. <u>Situs of Arbitration Proceedings</u>: Franchise agreements providing that the parties must agree to the arbitration of disputes at a location that is remote from the site of the franchisee's business.
- 3. <u>Restrictions on Forum</u>: Requiring North Dakota franchisees to consent to the jurisdiction of courts outside of North Dakota.
- 4. <u>Liquidated Damages and Termination Penalties</u>: Requiring North Dakota franchisees to consent to liquidated damages or termination penalties.
- 5. <u>Applicable Laws</u>: Franchise agreements that specify that they are to be governed by the laws of a state other than North Dakota.
- 6. <u>Waiver of Trial by Jury</u>: Requiring North Dakota Franchises to consent to the waiver of a trial by jury.
- 7. <u>Waiver of Exemplary and Punitive Damages</u>: Requiring North Dakota Franchisees to consent to a waiver of exemplary and punitive damage.
- 8. <u>General Release</u>: Franchise Agreements that require the franchisee to sign a general release upon renewal of the franchise agreement.
- 9. <u>Limitation of Claims</u>: Franchise Agreements that require the franchisee to consent to a limitation of claims. The statute of limitations under North Dakota law applies.
- 10. <u>Enforcement of Agreement</u>: Franchise Agreements that require the franchisee to pay all costs and expenses incurred by the franchisor in enforcing the agreement. The prevailing party in any enforcement action is entitled to recover all costs and expenses including attorney's fees.

#### RHODE ISLAND ADDENDUM TO DISCLOSURE DOCUMENT

In the State of Rhode Island only, this Disclosure Document is amended as follows:

Item 17, summary columns for (v) and (w) are amended to add the following:

Any provision in the franchise agreement restricting jurisdiction or venue to a forum outside Rhode Island or requiring the application of the laws of a state other than Rhode Island is void as to a claim otherwise enforceable under the Rhode Island Franchise Investment Act.

#### VIRGINIA ADDENDUM TO DISCLOSURE DOCUMENT

In the Commonwealth of Virginia only, this Disclosure Document is amended as follows:

The following statements are added to Item 17(h):

Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the Franchise Agreement do not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to use undue influence to induce a franchisee to surrender any right given to him under the franchise. If any provision of the Franchise Agreement involves the use of undue influence by the franchisor to induce a franchisee to surrender any rights given to the franchisee under the franchise, that provision may not be enforceable.

Item 17(t) is amended to read as follows:

Only the terms of the Franchise Agreement and other related written agreements are binding (subject to applicable state law). Any representations or promises outside of the Disclosure Document and Franchise Agreement may not be enforceable.

### WASHINGTON ADDENDUM TO DISCLOSURE DOCUMENT

(See Exhibit J for Washington Addendum to Disclosure Document and Rider to Franchise Agreement)

### **EXHIBIT J**

# STATE ADDENDA TO AGREEMENTS

# CALIFORNIA RIDER TO THE FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

If any of the terms of the Franchise Agreement [*if applicable*: and Multi-Unit Development Agreement] are inconsistent with the terms below, the terms below control.

No statement, questionnaire, or acknowledgment signed or agreed to by a franchisee in connection with the commencement of the franchise relationship shall have the effect of (i) waiving any claims under any applicable state franchise law, including fraud in the inducement, or (ii) disclaiming reliance on any statement made by any franchisor, franchise seller, or other person acting on behalf of the franchisor. This provision supersedes any other term of any document executed in connection with the franchise.

FRANCHISOR:	FRANCHISEE:	
MANCAVE FRANCHISING, LLC		
By:	By:	
Name:	Name:	
Title:	Title:	
Date:	Date:	

# ILLINOIS RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

This Rider amends the Franchise	Agreement [if applicable: and Multi-Unit Development
Agreement] dated	_ (the "Agreement"), between ManCave Franchising,
	("ManCave Franchising") and
a ("Franchisee"	").
1. Governing Law. Illinois law gove	erns the Agreement.
notwithstanding any provision of the Agre provision purporting to bind Franchisee to Act or any other law of the State of Illinois from entering into a settlement agreement	ith Section 41 of the Illinois Franchise Disclosure Act, eement to the contrary, any condition, stipulation, or o waive compliance with any provision of the Illinois is is void. This Section shall not prevent Franchisee to executing a general release regarding a potential or isions of this Act, nor shall it prevent the arbitration of itle 9 of the United States Code.
provision in a franchise agreement that de	a Section 4 of the Illinois Franchise Disclosure Act, any esignates jurisdiction and venue in a forum outside of anchise agreement may provide for arbitration to occur
simultaneously with this Agreement cons supersede any and all prior oral or written Franchisee on the matters contained in thi related agreement is intended to disclaim	er. This Agreement and all related agreements executed titute the entire understanding of the parties and agreements between ManCave Franchising and is Agreement; but nothing in this Agreement or any the representations that ManCave Franchising made in that ManCave Franchising furnished to Franchisee.
5. Effective Date. This Rider is effective	ctive as of the date of the Agreement.
Agreed to by:	
FRANCHISOR:	FRANCHISEE:
MANCAVE FRANCHISING, LLC	
By:	By:
Name:	Name:
Title:	Title:
Date:	Date:

# INDIANA RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

This Rider amends the Franchise	Agreement [if applicable: and Multi-Unit Development
Agreement] dated	(the "Agreement"), between ManCave Franchising,
LLC, a Florida limited liability company	("ManCave Franchising") and,
a (" <u>Franchisee</u>	").

- **1. Definitions.** Capitalized terms used but not defined in this Rider have the meanings given in the Agreement. The "<u>Indiana Acts</u>" means the Indiana Franchise Act and the Indiana Deceptive Franchise Practices Act.
- **2. Certain Provisions Modified.** Any provision of the Agreement which would have any of the following effects is hereby modified to the extent required for the Agreement to be in compliance with the Indiana Acts:
- (1) Requiring goods, supplies, inventories, or services to be purchased exclusively from the franchisor or sources designated by the franchisor where such goods, supplies, inventories, or services of comparable quality are available from sources other than those designated by the franchisor. However, the publication by the franchisor of a list of approved suppliers of goods, supplies, inventories, or services or the requirement that such goods, supplies, inventories, or services comply with specifications and standards prescribed by the franchisor does not constitute designation of a source nor does a reasonable right of the franchisor to disapprove a supplier constitute a designation. This subdivision does not apply to the principal goods, supplies, inventories, or services manufactured or trademarked by the franchisor.
- (2) Allowing the franchisor to establish a franchisor-owned outlet engaged in a substantially identical business to that of the franchisee within the exclusive territory granted the franchisee by the franchise agreement; or, if no exclusive territory is designated, permitting the franchisor to compete unfairly with the franchisee within a reasonable area.
- (3) Allowing substantial modification of the franchise agreement by the franchisor without the consent in writing of the franchisee.
- (4) Allowing the franchisor to obtain money, goods, services, or any other benefit from any other person with whom the franchisee does business, on account of, or in relation to, the transaction between the franchisee and the other person, other than for compensation for services rendered by the franchisor, unless the benefit is promptly accounted for, and transmitted to the franchisee.
- (5) Requiring the franchisee to prospectively assent to a release, assignment, novation, waiver, or estoppel which purports to relieve any person from liability to be imposed by the Indiana Deceptive Franchise Practices Act or requiring any controversy between the franchisee and the franchisor to be referred to any person, if referral would be binding on the franchisee. This subsection (5) does not apply to arbitration before an independent arbitrator.
- (6) Allowing for an increase in prices of goods provided by the franchisor which the franchisee had ordered for private retail consumers prior to the franchisee's receipt of an official price increase

notification. A sales contract signed by a private retail consumer shall constitute evidence of each order. Price changes applicable to new models of a product at the time of introduction of such new models shall not be considered a price increase. Price increases caused by conformity to a state or federal law, or the revaluation of the United States dollar in the case of foreign-made goods, are not subject to this subsection (6).

- (7) Permitting unilateral termination of the franchise if such termination is without good cause or in bad faith. Good cause within the meaning of this subsection (7) includes any material violation of the franchise agreement.
- (8) Permitting the franchisor to fail to renew a franchise without good cause or in bad faith. This chapter shall not prohibit a franchise agreement from providing that the agreement is not renewable upon expiration or that the agreement is renewable if the franchisee meets certain conditions specified in the agreement.
- (9) Requiring a franchisee to covenant not to compete with the franchisor for a period longer than three years or in an area greater than the exclusive area granted by the franchise agreement or, in absence of such a provision in the agreement, an area of reasonable size, upon termination of or failure to renew the franchise.
- (10) Limiting litigation brought for breach of the agreement in any manner whatsoever.
- (11) Requiring the franchisee to participate in any (A) advertising campaign or contest; (B) promotional campaign; (C) promotional materials; or (D) display decorations or materials; at an expense to the franchisee that is indeterminate, determined by a third party, or determined by a formula, unless the franchise agreement specifies the maximum percentage of gross monthly sales or the maximum absolute sum that the franchisee may be required to pay.
- **3. Effective Date.** This Rider is effective as of the Effective Date.

FRANCHISOR:

MANCAVE FRANCHISING, LLC

By: \_\_\_\_\_\_ By: \_\_\_\_\_ Name: \_\_\_\_\_ Name: \_\_\_\_\_ Title: \_\_\_\_\_ Date:

Date: Date:

Agreed to by:

# MARYLAND RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

	nent [if applicable: and Multi-Unit Development
Agreement] dated (the "Agreement"]	greement"), between ManCave Franchising, LLC,
a Florida limited liability company (" <u>ManCav</u> (" <u>Franchisee</u> ").	e Franchising") and, a
in the Agreement. The "Maryland Franchise	not defined in this Rider have the meanings given Registration and Disclosure Law" means the are Law, Business Regulation Article, §14-206,
franchisees to assent to a release, estoppel or wa act as a release, estoppel or waiver of any l	ability. All representations requiring prospective tiver of liability are not intended to nor shall they iability incurred under the Maryland Franchise clease required as a condition of renewal shall not tise Registration and Disclosure Law.
3. Statute of Limitations. Any claims arising Disclosure Law must be brought within three years.	ng under the Maryland Franchise Registration and ars after the grant of the franchise.
	its right to file a lawsuit alleging a cause of action on and Disclosure Law in any court of competent
Agreed to by:	
FRANCHISOR:	FRANCHISEE:
MANCAVE FRANCHISING, LLC	
By:	By:
Name:	Name:
Title:	Title:

### MINNESOTA RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

This Rider amends the Fra	anchise Agreement [if applicable: and Multi-Unit Development
Agreement] dated	(the "Agreement"), between ManCave Franchising,
LLC, a Florida limited liability co	mpany ("ManCave Franchising") and,
a (" <u>Frai</u>	nchisee").

- **1. Definitions.** Capitalized terms used but not defined in this Rider have the meanings given in the Agreement. The "Minnesota Act" means Minnesota Statutes, Sections 80C.01 to 80C.22.
- **2. Amendments.** The Agreement is amended to comply with the following:

Minnesota Statutes, Section 80C.21 and Minnesota Rules 2860.4400(J) prohibit the franchisor from requiring litigation to be conducted outside Minnesota, requiring waiver of a jury trial, or requiring the franchisee to consent to liquidated damages, termination penalties or judgment notes. In addition, nothing in the Franchise Disclosure Document or agreement(s) can abrogate or reduce (1) any of the franchisee's rights as provided for in Minnesota Statutes, Chapter 80C or (2) franchisee's rights to any procedure, forum, or remedies provided for by the laws of the jurisdiction.

With respect to franchises governed by Minnesota law, the franchisor will comply with Minnesota Statutes, Section 80C.14, Subd. 3-5, which require (except in certain specified cases) (1) that a franchisee be given 90 days' notice of termination (with 60 days to cure) and 180 days' notice for non-renewal of the franchise agreement and (2) that consent to the transfer of the franchise will not be unreasonably withheld.

The franchisor will protect the franchisee's rights to use the trademarks, service marks, trade names, logotypes or other commercial symbols or indemnify the franchisee from any loss, costs or expenses arising out of any claim, suit or demand regarding the use of the name. Minnesota considers it unfair to not protect the franchisee's right to use the trademarks. Refer to Minnesota Statues, Section 80C.12, Subd. 1(g).

Minnesota Rules 2860.4400(D) prohibits a franchisor from requiring a franchisee to assent to a general release.

The franchisee cannot consent to the franchisor obtaining injunctive relief. The franchisor may seek injunctive relief. See Minn. Rules 2860.4400J. Also, a court will determine if a bond is required.

The Limitations of Claims section must comply with Minnesota Statutes, Section 80C.17, Subd. 5, and therefore the applicable provision of the Agreement is amended to state "No action may be commenced pursuant to Minnesota Statutes, Section 80C.17 more than three years after the cause of action accrues."

**3. Effective Date.** This Rider is effective as of the Effective Date.

#### 

# NEW YORK RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

This Rider amends the Franchise Agreen	nent [if applicable: and Multi-Unit Development
Agreement] dated(th	ne "Agreement"), between ManCave Franchising,
LLC, a Florida limited liability company ("ManC	Cave Franchising") and,
a ("Franchisee").	
<b>1. Definitions.</b> Capitalized terms used but n in the Agreement.	ot defined in this Rider have the meanings given
Franchisee is not required to assent to a release,	g any provision of the Agreement to the contrary, assignment, novation, waiver or estoppel which er person from any duty or liability imposed by e "New York Franchise Law").
Agreement purporting to bind Franchisee to waiv	Any condition, stipulation, or provision in the ve compliance by ManCave Franchising with any y rule promulgated thereunder, is hereby deleted.
<b>4. Governing Law.</b> Notwithstanding any power York Franchise Law shall govern any claim	provision of the Agreement to the contrary, the arising under that law.
<b>5. Effective Date.</b> This Rider is effective as	of the Effective Date.
Agreed to by:	
FRANCHISOR:	FRANCHISEE:
MANCAVE FRANCHISING, LLC	
By:	By:
Name:	Name:
Title:	Title
Date:	Title: Date:

### NORTH DAKOTA RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

	This Rider amends the Franchis	se Agreement [if applicable: and Multi-Unit Development
Agreen	ent] dated	(the "Agreement"), between ManCave Franchising,
LLC, a	Florida limited liability compan	y ("ManCave Franchising") and,
a	("Franchise	<u>ee</u> ").

- **1. Definitions.** Capitalized terms used but not defined in this Rider have the meanings given in the Agreement.
- **2. Amendments.** The Agreement (and any Guaranty Agreement) is amended to comply with the following:
  - (1) <u>Restrictive Covenants</u>: Every contract by which Franchisee, any Guarantor, or any other person is restrained from exercising a lawful profession, trade, or business of any kind is subject to NDCC Section 9-08-06.
  - (2) <u>Situs of Arbitration Proceedings</u>: Franchisee and any Guarantor are not required to agree to the arbitration of disputes at a location that is remote from the site of Franchisee's business.
  - (3) <u>Restrictions on Forum</u>: Franchisee and any Guarantor are not required to consent to the jurisdiction of courts outside of North Dakota.
  - (4) <u>Liquidated Damages and Termination Penalties</u>: Franchisee is not required to consent to liquidated damages or termination penalties.
  - (5) <u>Applicable Laws</u>: The Agreement (and any Guaranty Agreement) is governed by the laws of the State of North Dakota.
  - (6) Waiver of Trial by Jury: Franchisee and any Guarantor do not waive a trial by jury.
  - (7) <u>Waiver of Exemplary and Punitive Damages</u>: The parties do not waive exemplary and punitive damages.
  - (8) <u>General Release</u>: Franchisee and any Guarantor are not required to sign a general release upon renewal of the Agreement.
  - (9) <u>Limitation of Claims</u>: Franchisee is not required to consent to a limitation of claims. The statute of limitations under North Dakota law applies.
  - (10) <u>Enforcement of Agreement</u>: The prevailing party in any enforcement action is entitled to recover all costs and expenses including attorney's fees.
- **3. Effective Date.** This Rider is effective as of the Effective Date.

#### 

# RHODE ISLAND RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

This Rider amends the Franchise A	greement [if applicable: and Multi-Unit Development
Agreement] dated	(the "Agreement"), between ManCave Franchising,
LLC, a Florida limited liability company ("	ManCave Franchising") and,
a (" <u>Franchisee</u> ").	
<b>1. Definitions.</b> Capitalized terms used in the Agreement.	but not defined in this Rider have the meanings given
to a forum outside the State of Rhode Isla	ision of the Agreement restricting jurisdiction or venue nd or requiring the application of the laws of another therwise enforceable under Rhode Island Franchise
3. <b>Effective Date.</b> This Rider is effect	ive as of the Effective Date.
Agreed to by:	
FRANCHISOR:	FRANCHISEE:
MANCAVE FRANCHISING, LLC	
By:	By:
Name:	Name:
Title:	Title:
Data	Data

# WASHINGTON ADDENDUM TO DISCLOSURE DOCUMENT AND

# RIDER TO FRANCHISE AGREEMENT [if applicable: AND MULTI-UNIT DEVELOPMENT AGREEMENT]

In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.

RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.

In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.

A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.

Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.

Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employee's earnings from the party seeking enforcement, when annualized, exceed \$100,000 per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed \$250,000 per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.

RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

#### 

Agreed to by:

#### 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:

State	Effective Date

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**

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 ManCave Franchising, 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. New York requires that you be given this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of any franchise or other agreement, or payment of any consideration that relates to the franchise relationship.

If ManCave Franchising, 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 any applicable state agency (which are listed in Exhibit A).

The name, principal business address, and telephone number of each franchise seller offering the franchise is:

Name	Principal Business Address	Tel. Number
Emad Aovida	950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487	561-789-5153

Issuance Date: April 30, 2023

I received a disclosure document dated April 30, 2023, that included the following Exhibits:

- A. State Administrators and Agents for Service of Process
- B. Franchise Agreement (with Guaranty and Non-Compete Agreement)
- C. Multi-Unit Development Agreement
- D. Rider to Lease Agreement
- E. Form of General Release
- F. Financial Statements
- G. Operating Manual Table of Contents
- H. Current and Former Franchisees
- I. State Addenda to Disclosure Document
- J. State Addenda to Agreements

Signature:	
Print Name:	
Date Received:	

**Keep This Copy For Your Records** 

#### **RECEIPT**

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 ManCave Franchising, 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. New York requires that you be given this disclosure document at the earlier of the first personal meeting or 10 business days before the execution of any franchise or other agreement, or payment of any consideration that relates to the franchise relationship.

If ManCave Franchising, 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 any applicable state agency (which are listed in Exhibit A).

The name, principal business address, and telephone number of each franchise seller offering the franchise is:

Name	Principal Business Address	Tel. Number
Emad Aovida	950 Peninsula Corporate Circle, Suite 1020, Boca Raton, FL 33487	561-789-5153

Issuance Date: April 30, 2023

I received a disclosure document dated April 30, 2023, that included the following Exhibits:

- A. State Administrators and Agents for Service of Process
- B. Franchise Agreement (with Guaranty and Non-Compete Agreement)
- C. Multi-Unit Development Agreement
- D. Rider to Lease Agreement
- E. Form of General Release
- F. Financial Statements
- G. Operating Manual Table of Contents
- H. Current and Former Franchisees
- I. State Addenda to Disclosure Document
- J. State Addenda to Agreements

Signature:	
Print Name:	
Date Received:	

**Return This Copy To Us** 

ManCave Franchising, LLC