



# ASAP Going Forward—The Details

- Every store is eligible for some benefit.
- Deck will be available on the AKFCF website:

[WWW.AKFCF.COM](http://WWW.AKFCF.COM)



2018



# ASAP GOING FORWARD

- Program for Self Performance of remodels under the 2018 Revised ASAP Program
- Categories of stores today:
  1. Never enrolled in ASAP.
  2. Enrolled in ASAP but never signed anything with LendLease.
  3. Signed with LendLease, but the relationship has been terminated by either you or LendLease.
  4. Signed with LendLease, but the relationship has not been formally terminated, and not enough has been done to justify staying in with LendLease (*e.g.*, not scheduled for completion in 2018).
  5. Signed with LendLease, have signed a final estimate, and work is scheduled for 2018.



# Never enrolled in ASAP

- Can enroll now in ASAP.
- If you do, and you remodel before 12/30/19, you get these benefits.
  1. ISR package
  2. Cap on the cost of your next remodel
  3. 10 years of asset usage before next upgrade required
- If you never signed up and are past due, you can sign up, get AA benefits (including deferred scape & rebuild call), and KFC will work with you on timing requirements.
  - If you do not enroll, and your asset upgrade date has passed, KFC will be sending notice and likely a default notice— you have no guarantees on time limit beyond the 30 days in the FA!
  - If you do not enroll and your next upgrade is in the future, full remodel required without future cap.

2018



# Never enrolled in ASAP

- Process to enroll:
  - SEND REGISTRATION REQUEST VIA EMAIL TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED NO LATER THAN **APRIL 2, 2018**
  - COMPLETE REGISTRATION FORM AND RETURN TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED BY **APRIL 16, 2018**

2018

# Enrolled in ASAP but never signed anything with LendLease



- Need to recommit to ASAP program by sending a request to KFC by **4/2/18**.
- In so doing, you will be eligible for the following by completing remodel by 12/30/19:
  1. ISR package
  2. Cap on the cost of your next remodel
  3. 10 years of asset usage before next upgrade required
- PLUS....

2018

# Enrolled in ASAP but never signed anything with LendLease



4. \$20,000 pull-forward for those locations that meet the following eligibility requirements:
  - Any store that was originally signed up ASAP, whose current asset date is in the Year 2020 IF the ISR remodel is complete by 12/30/18, or the asset date is in 2021 if the ISR remodel is done by 12/30/19; AND/OR
  - All stores that were originally signed up for ASAP, whose current asset date is in the Year 2020 or 2021 IF 100% of the all stores signed up ASAP (irrespective of asset upgrade date) are complete by 12/30/19 AND you meet timing requirements to get started (based on # of enrolled restaurants).; AND/OR
  - Any store that was originally signed up ASAP, whose current asset date is in the Year 2022 or later, if completed by 12/30/19



2018



# Enrolled in ASAP but never signed anything with LendLease

- Process to enroll:
  - SEND REGISTRATION REQUEST VIA EMAIL TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED NO LATER THAN **APRIL 2, 2018**
  - COMPLETE REGISTRATION FORM AND RETURN TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED BY **APRIL 16, 2018**

2018



# Signed with LendLease, and the relationship has been terminated by either you or LendLease, and you now owe nothing

- If you have been through formal termination with LendLease, have paid, and have your deliverables from LendLease, then you need to commit to remodel by 12/30/19. In doing so, you qualify for:
  1. ISR package
  2. Cap on the cost of your next remodel
  3. 10 years of asset usage before next upgrade required
  4. \$20,000 pull-forward for those that were originally eligible (e.g., original remodel date was after 1/1/20.)

2018





Signed with LendLease, and the relationship has been terminated by either you or LendLease, and you now owe nothing

- Process to enroll:
  - SEND REGISTRATION REQUEST VIA EMAIL TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED NO LATER THAN **APRIL 2, 2018**
  - COMPLETE REGISTRATION FORM AND RETURN TO:  
**ASAP-Info@kfc.com**
    - MUST BE RECEIVED BY **APRIL 16, 2018**

2018



# Signed with LendLease, and the relationship has been formally terminated by either you or LL, but you still owe \$\$

- If you have been through a formal termination with LendLease and have not paid for work done [\$5,000 plus any additional work done], you need to:
- Pay your invoice, enroll with KFC, and once you get deliverables from LendLease, you will have 18 months (or 12/30/19, whichever is longer) to finish remodel. If you do so, you will receive:
  1. ISR package
  2. Cap on the cost of your next remodel
  3. 10 years of asset usage before next upgrade required
  4. \$20,000 pull-forward for those that were originally eligible (*e.g.*, original remodel date was after 1/1/20.)

2018



Signed with LendLease, and the relationship has been terminated by either you or LendLease, but you still owe \$\$

- Process to enroll:
  - PAY THE FINAL INVOICE TO LENDLEASE UPON RECEIPT
  - SEND REGISTRATION REQUEST VIA EMAIL TO **ASAP-Info®kfc.com**  
(MUST BE RECEIVED WITHIN 10 DAYS OF TERMINATION)
  - COMPLETE REGISTRATION FORM AND RETURN TO: **ASAP-Info®kfc.com**  
MUSTBE RETURNED WITHIN 10 DAYS OF RECEIPT

2018



Signed with LendLease, but the relationship has not been formally terminated, and not enough has been done to justify staying with LendLease (e.g., not scheduled for completion in 2018)

- Send a termination notice to LendLease by **3/16/18**.
- Once you receive an invoice from LendLease, pay it, sign up, get your deliverables, and then you will have 18 months(or 12/30/19, whichever is longer) to finish remodel. In exchange, you get:
  1. ISR package
  2. Cap on the cost of your next remodel
  3. 10 years of asset usage before next upgrade required
  4. \$20,000 pull-forward for those that were originally eligible (e.g., original remodel date was after 1/1/20.)

2018



Signed with LendLease, but the relationship has not been formally terminated, and not enough has been done to justify staying with LendLease (*e.g.*, not scheduled for completion in 2018)

- Process to enroll:
  - PAY THE FINAL INVOICE TO LENDLEASE UPON RECEIPT
  - SEND REGISTRATION REQUEST VIA EMAIL TO **ASAP-Info®kfc.com**  
(MUST BE RECEIVED WITHIN 10 DAYS OF TERMINATION)
  - COMPLETE REGISTRATION FORM AND RETURN TO: **ASAP-Info®kfc.com**  
MUSTBE RETURNED WITHIN 10 DAYS OF RECEIPT

2018



Signed with LendLease, have signed a Final Estimate, and work is scheduled for 2018

- Stay the course!
- If you decide to leave program, be careful not to double order!

2018



# Dispute Resolution

- If you believe your invoice is wrong, we have established a procedure to give you a quick idea of whether you would win in a legal claim with LendLease.
- This is non-binding, but meant to encourage quick resolution.

2018



# Procedure

- If you dispute what the “final invoice” says you owe, you have 30 days after receipt of the invoice to file an objection with a panel made up of 1 franchisee, 1 KFC representative and 1 LendLease representative. (You must propose the amount you believe is due.)
- LendLease has 14 days to file its response.
- Panel decides within two weeks the amount that should be paid. Panel must choose either your number or LendLease’s number.

2018





# Procedure

- If you win, you pay, get your deliverables and then you have 18 months (or 12/30/19, whichever is longer) to get remodel done.
  - If you win and LL demands formal process, KFC will suspend your due date and work with you until resolved.)
- If you lose, you should pay – but can fight if you want. But you only have 18 months from decision date to get AA benefits.

2018



# Miscellaneous Info for NCAC members if questions arise

- Individuals who have signed a final estimate will be contacted by KFC to discuss best option (stay in or leave program) based on current circumstances.
- Wells Fargo financing is remains available for those that originally signed up and remain eligible.
- The Dispute Resolution Procedure may also be used for current disputes.
- KFC is working on getting LL to promptly get closeouts and punch lists done for stores that have been “completed.”

2018