

Finance Package
Great Greek
Mediterranean Grill
Charlotte
August 2023

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Great Greek Mediterranean Grill



Simply. **Delicious.** Greek.

Multi-Unit • Area Developer • Master License



Remarkable Success Creates Unique Franchise Opportunity

Are you craving a unique Fast-Casual franchise opportunity in the super-hot Mediterranean and Greek category? You aren't alone. Your future customers are craving the very same thing! Diners love the great taste and healthy options with Mediterranean cuisine and they especially love the delicious selections at The Great Greek Mediterranean Grill.

The Great Greek serves authentic third generation Greek family recipes. In addition, three key factors set us apart:

- **High quality ingredients** with sauces, soups, dressings, marinades and desserts made from scratch daily. This leads to a passionately loyal customer base.
- The **food is as fresh as you can get**. We chop, slice and trim it ourselves each and every day. We don't compromise on our commitment to freshness, ever.
- The **service matches the food**. Each team member provides outstanding hospitality, so each customer feels special. This creates an exemplary experience for every customer, so they enjoy coming back.

With a wide range of delicious menu options and a customer base that's longing for fast-casual options in the hot Mediterranean category, The Great Greek is an excellent opportunity for multi-unit, area developer or Master License Partner consideration.

Our History

The Great Greek Mediterranean Grill has a history of scrumptious food and a loyal customer base. The first location opened on May 5, 2011 in Henderson, Nevada. It was originally owned and operated by a Greek/Armenian family before being purchased by Nick Della Penna and Trent Jones, third generation restaurateurs with over 30 years' experience in the hospitality industry. They made operational changes to the restaurant, enhancing the restaurant's performance. And took it to a whole new level of success.

Building on that success, they opened a second location on June 7, 2017 and since then have opened additional locations in Las Vegas and South Florida.

Nick and Trent began to look for a franchising expert who could take their concept and help it expand around the globe and they found that with the United Franchise Group, The Global Leader for Entrepreneurs. Building on more than 35 years of franchising history, UFG is introducing The Great Greek to communities around the world.



The Great Greek Fast-Casual Difference

- Our recipes are authentic third-generation Greek family recipes
- Our meals and desserts are all made from scratch with fresh, whole ingredients
- Our restaurants have received a variety of awards for their delicious food options and family-friendly atmosphere
- Greek/Mediterranean cuisine is highly sought after because of its bold flavors and healthy options
- Simply. Delicious. Greek.





Award Winning **Fast-Casual** Opportunity In Highly Coveted Mediterranean Cuisine

Consumers across the country are seeking delicious, new, healthy options when dining out. New research confirms Mediterranean food is the big winner with diners both when it comes to one-time trial and for eating frequently.* Mediterranean food features big, bold flavors and healthy ingredients that make it delicious to enjoy.

The American Heart Association, famous TV doctors, and chefs everywhere have promoted the Mediterranean diet - full of olive oil, whole grains, lean proteins, tomatoes, fresh vegetables and spices like cardamom, mint and sumac - as the most healthful way to eat. Add to that, the ease of dining at The Great Greek's attractive fast-casual locations and you have a highly sought-after destination for diners.

The popularity of our fresh, made-from-scratch food, the healthy options, the dining experience, and the industry recognition are all ingredients in our recipe for success.

We offer popular menu options that health-conscious customers are looking for.



Bob Anderson, President, The Great Greek Mediterranean Grill

Bob Andersen, President of The Great Greek Mediterranean Grill has had a long relationship with United Franchise Group, beginning in 1996, as a Regional Manager, through 2001, as Regional Vice President. Following that success, he led multiple organizations in QSR, fast casual and full-service restaurant brands, achieving remarkable results in sales performance, great customer experience, and unit growth. Bob rejoined UFG in 2019. His experience in developing prosperous restaurant franchises from Pizza, Burgers, Chicken, Subs and now Greek and Mediterranean, has gained recognition from the national press, including Nation's Restaurant News "Hot Concepts" and Fast Casual Magazines "Top Concepts to Watch" awards.

Greek Food. Great Support. United Franchise Group

The Great Greek is part of the United Franchise Group family of brands. United Franchise Group is the Global Leader for Entrepreneurs and home to some of the world's most successful franchise brands with locations around the world.

CEO Ray Titus is a widely recognized leader in the franchise industry. He started the company in 1986 with the Signarama brand in Farmingdale New York. He has now grown United Franchise Group to include some of the franchise industry's top-ranked, award-winning brands.



Ray Titus
United Franchise Group CEO

World Class Support

Each franchisee and area developer for The Great Greek will benefit from the expertise and personal attention they will receive from the support team at the United Franchise Group. Our skilled professionals will provide comprehensive world-class training, marketing launch expertise and ongoing programs to ensure you get off the ground quickly.

Real Estate & Financing

- Location & set-up assistance to ensure your locations capitalize on exposure opportunities
- The dedicated real estate team assists with demographics and lease negotiations on your behalf
- Financing opportunities available

Training

- Comprehensive training program at our West Palm Beach, Florida world headquarters followed by on-site training at your location
- Access to online training tools and collaborative systems
- In-depth franchise operations manual

Ongoing Support

- Ongoing visits and communications from our support and executive staff
- Private access to valuable information and ongoing programs to help your location grow
- Regional meetings and national conventions

Marketing

- Grand opening program, PR campaigns, online marketing solutions, printed materials and ads created by in-house marketing team
- Advertising programs designed to provide ongoing solutions for driving traffic to your store and creating brand awareness for this exciting new brand in the fast-casual restaurant industry

UNITED FRANCHISE GROUP
"The Global Leader for Entrepreneurs"

World Headquarters
West Palm Beach, Florida

THE GREAT GREEK
Mediterranean Grill



Simply. **Delicious.** Greek. The Fast-Casual Opportunity For You.

You want a franchise opportunity that features delicious, healthy, sought-after options and that's just what you'll find with The Great Greek. From our authentic third generation recipes to our award recognition, every aspect of The Great Greek makes it an opportunity you should consider.

Find out more about this exciting new concept by contacting us now!

Call or Text
561-568-4951
franchise@thegreatgreek.com
www.TheGreatGreekGrillFranchise.com



THE
GREAT GREEK[®]
Mediterranean Grill





2121 Vista Parkway, West Palm Beach, Florida 33411
561-568-4951 • www.TheGreatGreekGrillFranchise.com

A proud member of the United Franchise Group family of brands.

UNITED FRANCHISE GROUP
"The Global Leader for Entrepreneurs"

United Franchise Group is a group of related companies and brands.

This brochure should not be construed as an offer to sell a franchise, nor are the communications directed by or on behalf of Great Greek Franchising, LLC to the residents of any jurisdiction that requires registration of a franchise prior to offering and selling the franchise in that jurisdiction. No franchises will be sold to any resident of any such jurisdiction until the required Disclosure Document, if any, has been delivered to the prospective franchisee before the sale in compliance with applicable law. Nothing in this disclaimer should be construed as a waiver of any applicable exemption provisions that may be available to Great Greek Franchising, LLC.

In New York: This advertisement is not an offering. An offering can only be made by prospectus filed first with the Department of Law of the State of New York. Such filing does not constitute approval by the Department of Law.

In California: These franchises have been registered under franchise investment law of the State of California. Such registration does not constitute approval, recommendation or endorsement by the Commissioner of Financial Protection & Innovation nor a finding by the Commissioner that the information provided herein is true, complete and not misleading.

East West Investments USA



East West

**Franchisee and Area Developer
for
The Great Greek Mediterranean Grill**



East West Investments USA is expanding the footprint of the Great Greek Mediterranean Grill franchise over the next 10 years. Strategic growth plans include the entrance of 60 restaurants to selected cities across the United States. As the franchisee and area developer, East West Investments will be opening two locations in each defined region beginning in 2021 based on market demographics.

WHY GREAT GREEK MEDITERRANEAN?

Healthy, fresh dining options are more important than ever to consumers. Great Geek Mediterranean Grill offers authentic third-generation Greek family recipes. High quality ingredients and fresh, non-processed produce and meat are the cornerstone of the restaurant's success. Outstanding hospitality and service is yet another way that Great Greek is able to outperform other fast-casual options.



In addition to offering healthy options and a superb dining experience, the Great Greek was the gold medal winner of the Best New Restaurant and Best Family Friendly Restaurant awards, and was also recognized with awards for Best Mediterranean and Best Power Lunch. The fresh food, knowledgeable service and experienced management all help ensure that Great Greek is an operational and financial success in each local market area.



HISTORY OF GREAT GREEK

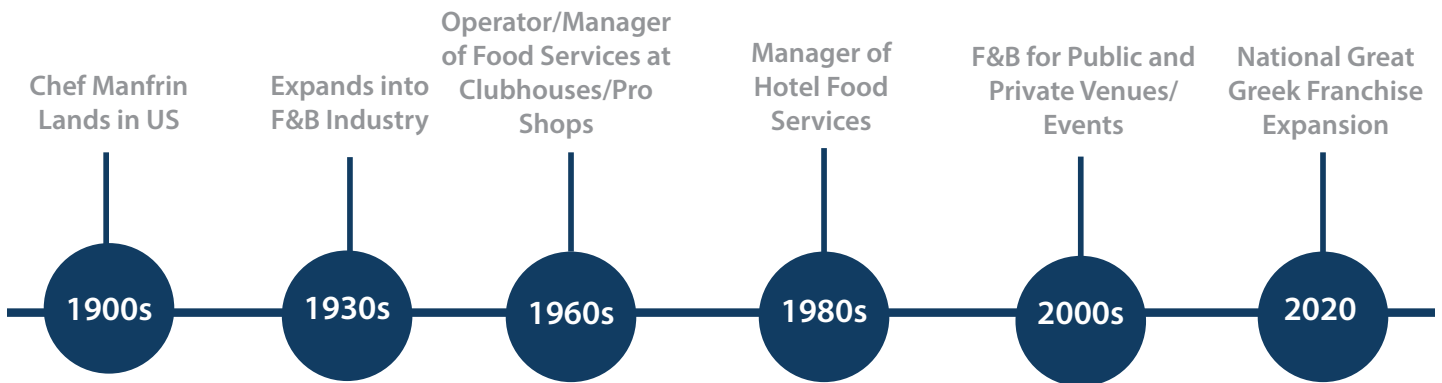
The first location opened in 2001 in Henderson, Nevada. It was originally owned and operated by a Greek/American family before being purchased by Nick Della Penna and Trent Joes, third-generation restaurateurs with over 30 years' experience in hospitality industry.



PROVEN EXPERIENCE

The corporate roots of East West Investments go back almost 60 years. However, the story really began more than 100 years ago in Europe with a young chef named John Manfrin. Manfrin's culinary passion took him through France, Switzerland, and Russia before he landed in the United States in the early 1900s. The family business expanded into many niches, including the food and beverage industry. This segment took hold in the 1960s when they served as the operator and manager of food services in private membership community clubhouses and golf pro shops in Florida. In the 1980s the business further expanded by coordinating food and beverage for a hotel property located in the heart of Walt Disney World, and later by entering the public and private realm of food services in Illinois including premium casual dining, fast food, and event catering.

Today, after four generations and significant growth and diversification, East West Investments is taking the next step in the progression of this family-run business by embarking on a corporate structured national expansion with Great Greek Mediterranean Grill restaurants.



EXPERT SUPPORT AND ASSISTANCE

As a member of the United Franchise Group family of brands, Great Greek franchisees receive world-class training, marketing launch expertise and ongoing programs to ensure the location is able to get off the ground as successfully and quickly as possible. The services provided as a member include:



GREAT GREEK RESTAURANTS

Great Greek has 16 stores that are opened and operating or preparing to launch a grand opening in early 2021, including the following locations:

Aurora, Colorado
Westminster, Colorado
Palm Beach Gardens, Florida
Port St. Lucie, Florida
Winter Garden, Florida
Shelby Township, Michigan
Troy City Center, Michigan
Maple Grove Arbor Lakes, Minnesota
Downtown Las Vegas, Nevada
Henderson, Nevada
Northwest Las Vegas, Nevada
Southwest Las Vegas, Nevada
St. Rose Parkway, Henderson, Nevada
The Bend, Las Vegas, Nevada
Rocky River, Ohio
The Colony, Texas

Additionally, national franchisees have executed franchise agreements and committed to open 94 Great Greek restaurants in the following states:

California
Colorado
Florida
Illinois
Michigan
Minnesota
New Jersey
Ohio
Utah
Virginia

FRANCHISE LOCATIONS

East West Investment's expansion plans include adding 60 restaurants over a 10-year period to key cities across the United States:

2021/2022

Raleigh/Durham, North Carolina
New York, New York
Los Angeles, California
Miami, Florida

2023

San Diego, California
San José, California
San Francisco, California
Boston, Massachusetts

2024

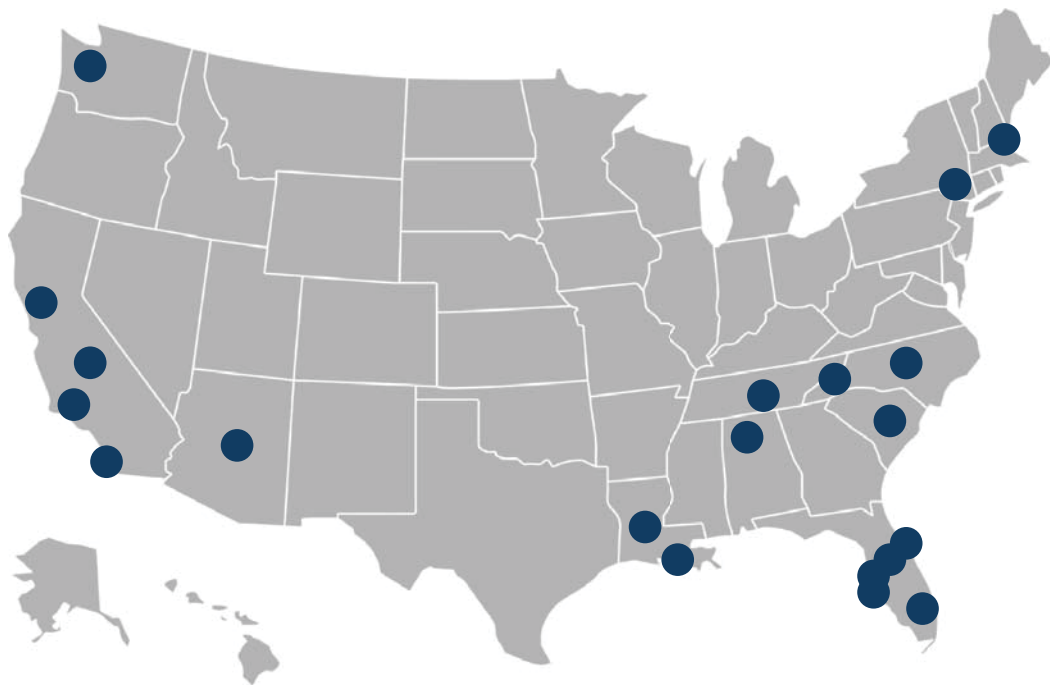
Miami Beach, Florida
Tampa/St. Pete, Florida
Jacksonville, Florida
Sarasota, Florida
Phoenix, Arizona

2025

Nashville, Tennessee
New Orleans, Louisiana
Greenville, South Carolina

2026

Wilmington/Boone, Asheville, North Carolina
Seattle, Washington
Huntsville, Alabama
Inverness/Ocala/Villages/Panama City Beach, Florida



EFFECTIVE PARTNERS

We recognize that success lies in our ability to forge great partnerships with companies that possess the experience, fortitude and solid values upon which we have built our brand. We are proud to partner with FDG-USA and Southeast Construction Group to help us permeate the market with the Great Greek franchise.

FDG-USA has been chosen to provide design services for all 60 Great Greek locations across the United States.

Southeast Construction Group will serve as the construction manager for both new-build stores and redevelopment. With more than 30 years experience, they bring a level of expertise and service that is synonymous with East West's mission.

East West Investments is partnering with local business team members with long-standing relationships to ensure that local restaurant experience, hospitality management and executive oversight is adequately provided with each store opening. Additionally, local investors will be invited to join key opportunities in select markets to further leverage proposed expansion plans.



East  West

inquiry@eastwest.holdings

TGG Restaurant Experience

East West

East West Investments Restaurant Experience

The East West team has been involved in site selection, pre-development, planning, designing, operating, and/or financing restaurants over the past 50 years. An overview of select locations include:

- Point O' Woods Country Club – Florida
- Point O' Woods Pro Shop – Florida
- The Moorings Golf Course Cafe – Florida
- Palm Villas Resort – Florida
- Rock Island Restaurant – Illinois
- Rock Island Golf Club – Illinois
- Dunkin' Donuts – California
- The Resort – California
- China Restaurant – Arizona
- The Log Shop – North Carolina

Point O' Woods Country Club – Florida



Point O' Woods Pro Shop – Florida



The Moorings Golf Course Cafe – Florida



Palm Villas Resort – Florida



Rock Island Restaurant – Illinois



Rock Island Golf Club – Illinois



Dunkin' Donuts – California



The Resort – California



China Restaurant – Arizona



The Log Shop – North Carolina



East West

Rock Island Restaurant & Golf Clubhouse



Nestled on an island in the Mississippi River between Davenport, Iowa, and Moline, Illinois that is home to the historic Rock Island Arsenal, the original Rock Island Golf Clubhouse was destroyed by a fire in 1905, but was granted a license to be rebuilt by Secretary of War William Howard Taft, who in 1909 became the 27th



President of the United States. The 18,000 SF clubhouse is listed on the National Register of Historic Places and is protected as one America's great historic resources.



The restaurant was operated by an East West hospitality company under a long-term lease arrangement, offering both fine and casual dining, a full service bar, catering and special events. With a reputation for excellent food and service, the professionally trained staff



also developed customized packages for a wide variety of events such as wedding receptions and rehearsal dinners, bridal and baby showers, birthday and anniversary parties, banquets, receptions, meetings, conferences and golf tournaments, thus maximizing the utilization of the ballroom, bar, veranda, dining area, and north porch. East West's successful operations allowed for a repayment of the previous lessee's mortgage debt.



The various hospitality activities that were carried out to operate the business included quality control, purchasing, food preparation, customer service, cleaning, staffing, training, scheduling, pricing, accounting, marketing, special event coordination and reporting.



**The Great Greek
Mediterranean Grill**

Rancho Cucamonga

Opened July 2023











Author Hanh Sui we paid \$46 for what's pictured plus a side of fries and 2 drink... See more
Like Reply

Michelle Isaak
19h · New Greek Restaurant



23 1 comment
Like Comment Send

Stacy Tucker Mott McClarren
It was so delicious I had the gyro with gyro meat so yummy can't wait to go back
Like Reply 2

Write a comment...

Marie Liao
Admin 20h ·

Hanh Sui 19h · The Great Greek Mediterranean Grill Sorry I remembered to take pictures after we started eating so plates aren't perfect. Really good chicken and taziki, salad was loaded and fresh.



37 9 comments
Like Comment Send

Hanh Sui
How are the prices?
Like Reply



google.com

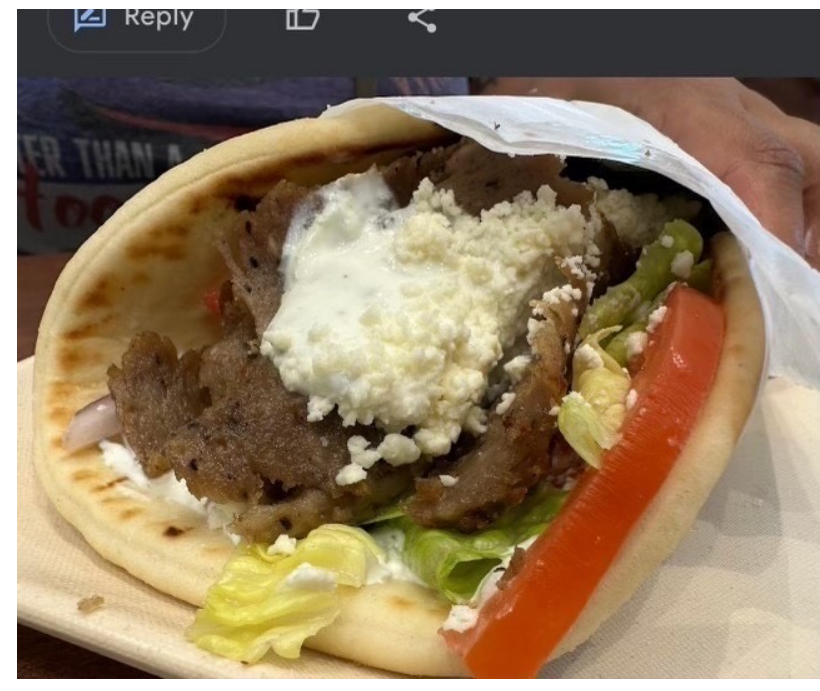
petter pan
2 reviews

★★★★★ 19 hours ago NEW

Came in Tuesday for lunch. My lamb and steak were cooked perfectly to my standards. I will be trying more menu items on my next visit.

Food: 5/5 | Service: 5/5 | Atmosphere: 5/5

The Great Greek Mediterranean Grill Rancho Cucamonga, CA (Owner)



7:26 📶 50%

google.com

arturo vera
Local Guide · 226 reviews · 63 photos

★★★★★ 3 hours ago **NEW**

Dine in | Lunch | \$10-20

Came here opening week. I used to drive out to Vegas to eat at this place. Food is great, consistent to what I was used to in Vegas. Take it easy on the staff. It's a new restaurant, so routines will take some time. Wait for food was about 20 minutes, I did come right around noon. I will definitely be coming back as it's the best Greek food we've had in the area. We had the great Greek gyro sandwich, feta fries and the gyro plate.

Food: 5/5 | Service: 5/5 | Atmosphere: 5/5

Reply 👍 🔗

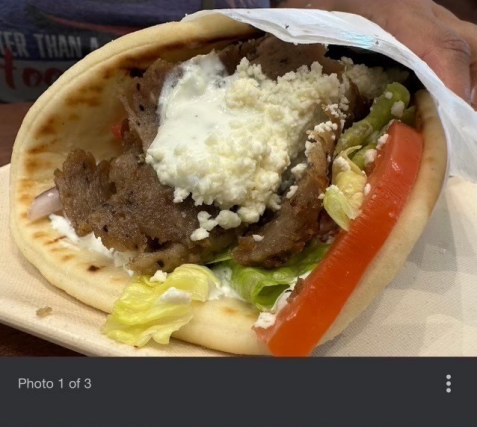


Photo 1 of 3

3:02 📶 🔋

Rancho Cucamonga Foo...

Maria Macaluso-Newell
1d · 📍

We tried the new Greek Restaurant on Foothill and Rochester. It was very good. The gyro sandwich was huge and so tender. Highly recommend.




👍❤️ 58 17 comments

Home Friends Marketplace Profile Notifications Menu

Theresa Villa is eating dinner at The Great Greek Mediterranean Grill. ...

1d · Rancho Cucamonga · 📍

Chicken and steak kabobs with pita , humus, feta fries and a side salad.!



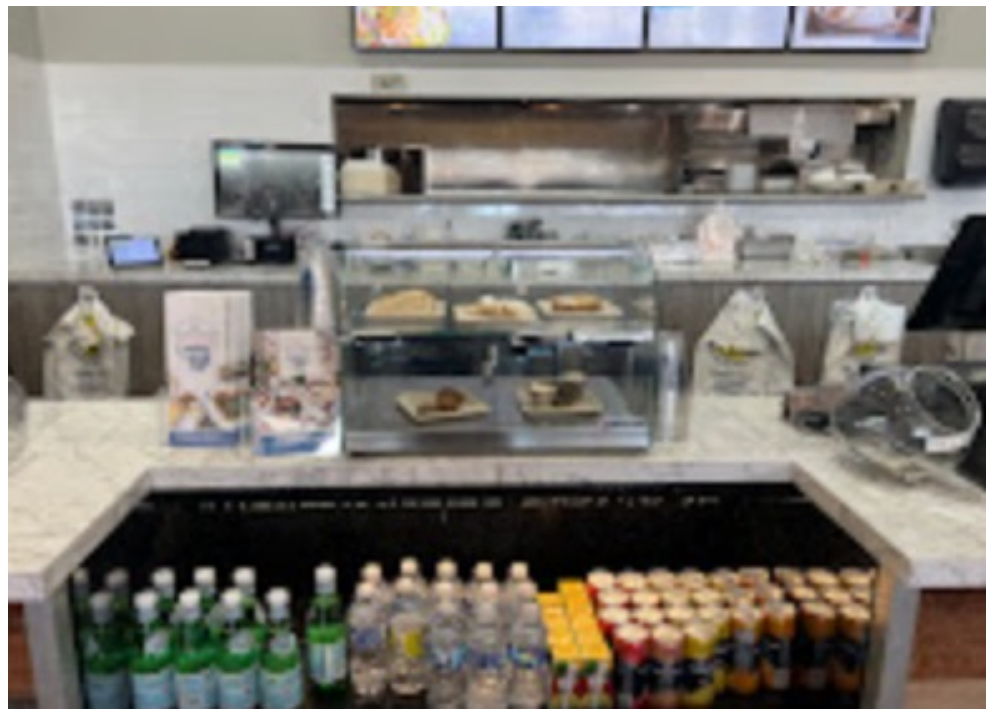
👍 Like 🗨️ Comment 📧 Send

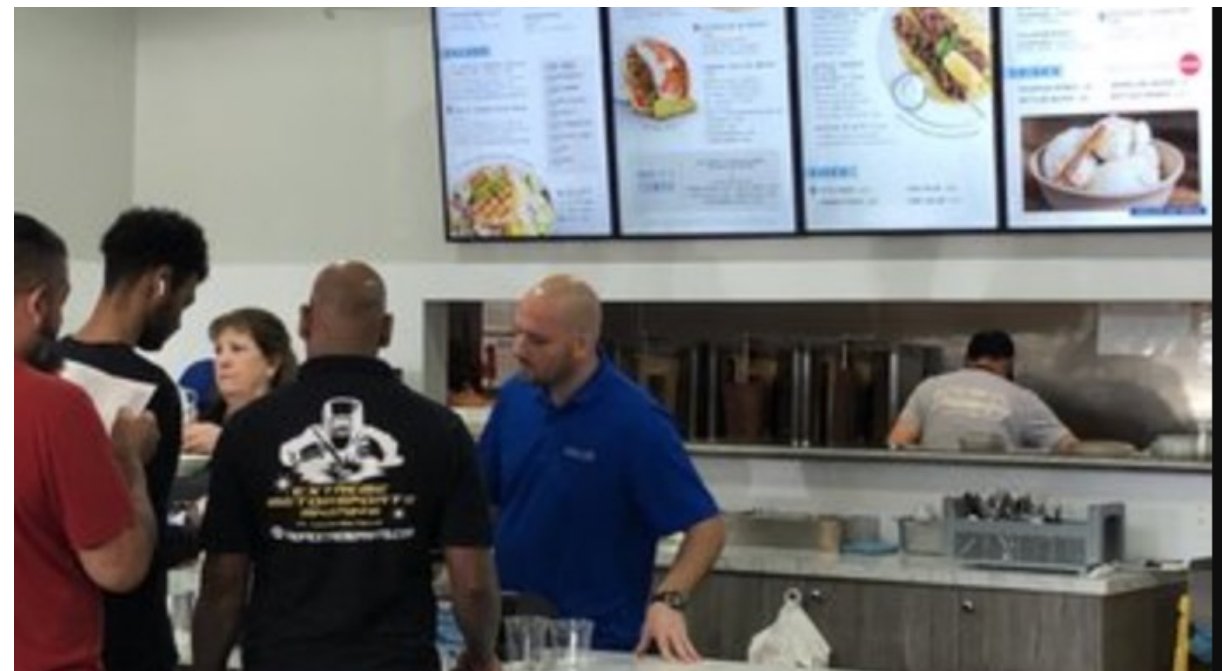
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**The Great Greek
Mediterranean Grill**

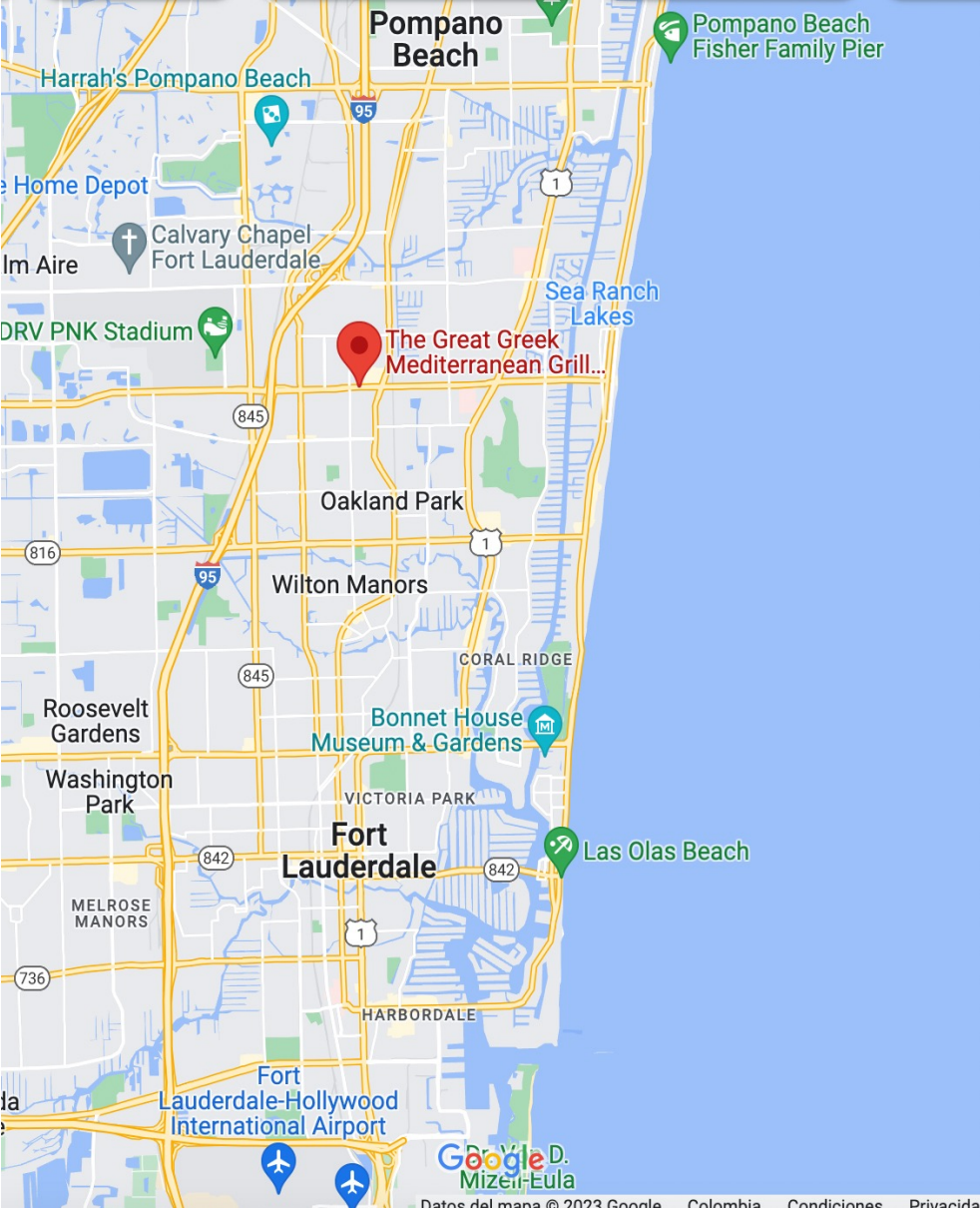
**Fort Lauderdale
Opened 2022**







Existing Store –
Commercial Boulevard
Oakland Park



Future Locations

- Pompano Beach
- Fort Lauderdale
- Fort Lauderdale Airport
- Sea Ranch

THE GREAT GREEK

Mediterranean Grill

Restaurants Currently Under Development for 2023/2026 Openings

Rancho Cucamonga, California



Durham, North Carolina



Research Triangle Park, North Carolina



Charlotte, North Carolina



Chapel Hill, North Carolina



Ocala, Florida



Inverness, Florida

Miami, Florida



Business Plan



BUSINESS PLAN

TGG Charlotte Steele DBA The Great Greek Mediterranean Grill
September 22, 2022

Charlotte, North Carolina

Confidentiality Statement

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9. Financial Plan

Company Overview

The Great Greek is a modern take on classic tastes like savory meats, fresh vegetables, delicious tzatziki, hummus, sauces, and more. From comfort-foods fresh off the grill, to lighter-tasting seafood and salad, to nutritious well-balanced meals, everything at The Great Greek is meant to satisfy the appetite of any palates.

The Great Greek was founded by two third-generation culinary trained restaurateurs with more than 30 years in the food and hospitality business. Like anyone who loves truly good food, their favorite childhood memories were those spent with family and friends, crowded around a table for a meal made with care and love.

Born out of a commitment to a chef-driven menu and made-to-order signature menu items, premium hospitality, and high-quality and/or local, healthy ingredients. The Great Greek Mediterranean Grill is well positioned in the limited-service, fine fast-casual niche market, and stands out when compared to other assembly line fast food restaurants. The Great Greek Mediterranean Grill locations have thrived throughout suburban Clark County, NV for almost 10 years. Currently, there are 25 locations operating or under construction in the United States, with an additional 100 restaurants in the development pipeline.

There are many key factors that sets The Great Greek Mediterranean Grill restaurants apart from the competition. At the forefront is the fine fast casual customer experience. With a culture of commitment to customer experience rather than low cost, and the spirit of authentic Mediterranean hospitality where everyone's welcome. Our dining room is comfortable for our guests, and you'll always feel right at home with smiling faces, table service, and a bright cheerful atmosphere.

We also take great pride in making almost every item on our menu 100% from scratch in house, cooking your meal right when you order it and serving it to you tableside, exactly how you like it. This premium service model not only enhances the customer dining experience, it creates a loyal customer for life!

In addition, if there's one thing that Mediterranean culinary culture knows how to do – it's feed a crowd. Off-premises menus are designed to serve lunch, dinner, and appetizers to individuals, families, small and large groups for all occasions with a flexible menu of choices satisfy and selective food choice. The Great Greek's to-go, catering and delivery menu provides large trays of our restaurant favorites like Souvlaki Skewers, delicious dips, self-serve bars for make-your-own gyro, and classic desserts to end your meal.

Our cohesive customer engagement, loyalty, rewards, mobile and digital strategies optimize how our brand engages with customers more effectively, increase customer traffic, increase average tickets, and ultimately boost sales and revenue. Integrating mobile customer data with data from other sales and marketing channels and external sources to deliver personalized, on-time offers to boost traffic and check average.

BUSINESS PLAN

The Great Greek Mediterranean Grill is a part of United Franchise Group (UFG) family of brands. UFG is the Global Leader for entrepreneurs and home to nine (9) of the most successful franchise brands, with nearly 1,600 locations in more than 80 countries around the world. Their commitment to the success of each franchisee is second to none, as they will provide extensive classroom and in-store training, comprehensive marketing program, grand opening launch assistance and ongoing collaboration to get off the ground quickly and grow successfully. In addition, they will provide comprehensive site selection, lease negotiation, design, and construction assistance, as well as online and onsite learning, training, and operations manuals.

The Great Greek Mediterranean Grill Fine Fast Casual Difference

- Chef-driven menu
- Made-to-order signature menu items
- Premium customer experiences
- High-quality and/or local, healthy ingredients
- Proven easy-to-operate business model
- Reputable and established brand since 2011



Restaurant Industry Outlook

RESTAURANT INDUSTRY SALES (\$B)



RESTAURANT INDUSTRY EMPLOYMENT



LOCATIONS: 1 million+

RESTAURANT INDUSTRY SHARE OF FOOD \$



CONSUMERS



- **9 in 10 consumers** say they enjoy going to restaurants.
- **3 in 4 consumers** say dining out with family and friends is a better use of their leisure time than cooking and cleaning up.
- **Two-thirds of consumers** say their favorite restaurant foods provide flavors they can't easily duplicate at home.
- **4 in 10 consumers** say restaurants are an essential part of their lifestyle.

61% Consumers who say they order more healthful options at restaurants than they did two years ago.

Current restaurant food trends indicate that the fast-casual chains will expand more. For 2019, this segment is expected to reach US\$863 billion in total sales. Fast-casual restaurants are booming today, and this trend looks to continue. They serve better-tasting food in a limited-service style. They're among the leaders in technology use in the food-service industry. Since 1999, the fast-casual segment has grown by 550% until today. Experts expect the segment to continue growing. This segment would include Mediterranean food franchises such as The Great Greek that offer quick, high-quality, and healthy meals without the full-service restaurant price tag. Consumers are spending an average of \$232 per month on eating outside the home, with the millennial generation spending even more.

One of the most consistent trends over the last ten years has been to-go sales outpacing dine-in sales growth. While dine-in sales have trended up over last twelve months, they've rarely been positive. Conversely, to-go sales have accelerated at a faster pace and are now approaching 10 percent growth year over year.

The economy has a profound influence on consumers' spending. Unemployment in the U.S. is low, and discretionary spending is on a slow but steady rise. Consumer spending is sitting comfortably high, and 2020 looks like spending should remain steady throughout the year. In the restaurant industry specifically, things are expected to at least stay on the same level as they were in 2019.

For 2019, 25% of American adults are actively trying to manage their health by being very meticulous with what they eat or drink. 45% of younger adults—those between 18 to 24—are more determined to healthy food consumption. The Great Greek can satisfy this new consumer trend with the well-known Mediterranean Diet that has been endorsed by many health professionals.

As the economy continually improves, IBISWorld reports that consumer confidence will grow and they'll budget increasing amounts of money for eating out. The major increase in spending projected for 2018 is being driven by the fast-casual industry. Consumers are shifting their spending toward quicker; more convenience-oriented options and sales will be up another 2.5 percent to around \$234 billion this year. The growth rates in the fast casual business are doubling those of full-service restaurants, "millennials have turned increasingly to fast-casual restaurants to satisfy their hunger when dining out."

Operations Plan

The Charlotte, North Carolina Great Greek Mediterranean Grill General Manager will be 100% present, working and involved in the day-to-day operations of the restaurant managing staff, supplier relationships, customers, inventory, and daily task. Although it may take extra resources, time, and money – excellent customer service generates positive word-of-mouth for our business, keeps guests happy and encourages them to keep coming back again.

The general operation of the business will follow the recommended process of the franchisor. While adopting the process is not required, it just makes good business sense to follow the proven plan.

- ✓ Our restaurant will be open 7 days a week for lunch and dinner requiring multiple shifts and will also provide cater options.
- ✓ To achieve optimal labor cost control, the staffing schedules will be written in a manner that enables management to increase or decrease the hourly labor needed based on sales volume.
- ✓ We will also implement proper rotation and labeling techniques to ensure high quality products are available to support peak demand and business hours. During off-peak hours, we will gear activities toward replenishment and ongoing preparation.
- ✓ We will manage receiving, inventory maintenance and ordering and ensure there is alignment with customer demand and schedules for ordering will be set up to ensure maximum freshness, such as ordering several times each week. Using this method, standard supply and grocery foodservice orders will arrive with lower frequency, according to a schedule that considers storage capacity and the needs of the restaurant.
- ✓ The layout of the front of the house and back of the house will be designed for flexibility and efficiency.

Personal experiences provide qualities that we can draw on to manage and run the business and grow it steadily. The bottom line is that we aim to run a tight ship and empower our staff to be the best and deliver the best customer service experience.

Products

We are committed to serving flavorful chef-driven menu and made-to-order signature menu items made from high-quality and/or local, and healthy ingredients. Our proprietary signature menu item The Great Greek Gyro is sliced to order from a cone, the grilled souvlaki chicken, steak, lamb, and shrimp, are seasoned and marinated with our proprietary spices and blends and cooked to order, salads, tzatziki, hummus, soups, and desserts are all *freshly prepare in our store – every day*. We put the “eat” into great food.

APPETIZERS

AVGOLEMONO SOUP

3.95

Chicken - Lemon Juice - Rice
Pita Bread

TZATZIKI 4.95

Greek Yogurt - Labne -
Cucumber - Garlic - Dill
Pita Bread

HUMMUS 4.95

Garbanzo Beans - Garlic -
Tahini - Lemon Juice
Pita Bread

TIROKAFTERI 4.95

Cream Cheese - Feta
Roasted Peppers - Pita Bread

MELITZANOSALATA

4.95

Roasted Eggplant - Olive Oil
Lemon Juice - Garlic
Pita Bread

FOUR DIP COMBO

11.95

Tzatziki - Hummus -
Tirokafteri - Melitzanosalata
Pita Bread

DOLMADES 5.95

Grape Leaves - Rice
Lemon Juice - Herbs

SPANAKOPITA

3.95

Spinach - Feta - Puff Pastry

SALADS

CLASSIC GREEK SALAD

LARGE 7.95 | SMALL 5.95

Romaine Lettuce - Tomatoes -
Cucumbers - Red Onions - Feta
Kalamata Olives - Pita Bread
Housemade Greek Vinaigrette
MAKE IT YOUR OWN
WITH AN ADD-ON >

GREAT GREEK RICE BOWL 8.95

Rice Pilaf - Romaine Lettuce
Tomatoes - Red Onions
Cucumbers - Garbanzo Beans
Kalamata Olives - Feta - Tzatziki
MAKE IT YOUR OWN
WITH AN ADD-ON >

ADD-ONS

CHICKEN BREAST
+3.95

JUMBO SHRIMP
+4.95

ATLANTIC SALMON
+6.75

GYRO MEAT*
+3.95

STEAK TENDERLOIN*
+4.95

AUSTRALIAN LAMB*
+4.95

FALAFEL
+3.00

DOLMADES
+3.95

SANDWICHES



FALAFEL PITA

GREAT GREEK GYRO 8.95

Beef & Lamb or Chicken Breast
Romaine Lettuce - Tomatoes
Red Onions - Tzatziki - Feta

TRADITIONAL GYRO 7.95

Beef & Lamb or Chicken Breast
Tomatoes - Red Onions - Tzatziki

FALAFEL PITA 7.95

Housemade Chickpea Fritters - Romaine Lettuce - Tomatoes
Red Onions - Tzatziki - Hummus

ATHENIAN BURGER 8.95

Certified Angus Beef* - Romaine Lettuce - Tomatoes -
Red Onions - Tzatziki - Feta

GREEK SALAD WRAP 5.95

Romaine Lettuce - Tomatoes - Red Onions - Garbanzo Beans
Cucumbers - Kalamata Olives - Feta - Hummus - Tzatziki
Flour Tortilla

MAKE IT YOUR OWN WITH AN ADD-ON >

GYRO MEAT* +3.95, FALAFEL +3.00, CHICKEN BREAST +3.95,
+SHRIMP 4.95

ENTREES

SOUVLAKI PLATE

CHOOSE A SKEWER >

CHICKEN BREAST 12.95
STEAK TENDERLOIN* 15.95
AUSTRALIAN LAMB* 15.95
JUMBO SHRIMP 15.95

Served with Side Salad,
Tzatziki and Pita plus
your choice of Rice Pilaf,
French Fries or
Feta Fries (+.50)

GREAT GREEK PLATE

GYRO MEAT* 12.95
FALAFEL 10.95

Served with Side Salad,
Tzatziki and Pita plus
your choice of Rice Pilaf,
French Fries or
Feta Fries (+.50)

MEZZE PLATE 11.95

Dolmades, Falafel, Spanakopita,
Hummus, Side Salad, Tzatziki & Pita



STEAK TENDERLOIN SOUVLAKI PLATE

SIDES

FETA FRIES 2.95

FRENCH FRIES 2.50

RICE PILAF 2.50

SIDE SALAD 3.95

MAKE IT A
COMBO

INCLUDES A FOUNTAIN DRINK
OR BOTTLED WATER

+

YOUR CHOICE OF:

FRENCH FRIES +3.50 • FETA FRIES +3.95
RICE PILAF +3.50 • SIDE SALAD +4.50
AVGOLEMONO SOUP +4.50

GREAT GREEK
FAVORITE

GLUTEN FREE

VEGETARIAN

DAIRY FREE

*Cooked to order. Consuming raw or undercooked meats, poultry, seafood, shell stock or eggs may increase your risk of foodborne illness, especially in case of certain medical conditions.

Customers

One of the favorite things our customers will love about *The Great Greek Mediterranean Grill* is its “fine fast-casual” style – the perfect style for a Mediterranean restaurant. Our restaurant will combine the convenience and speed of a fast-casual restaurant with a food and service fine dining quality. Each guest or group will place their order at the counter, sit down at a table, and have their made-to-order meal delivered to them in 7-9 minutes. When the meal is complete, we will clear and clean the table just like a full-service experience.

The typical customer will fall into one of the following categories:

- ✓ Individuals seeking high-quality foods and an improved dining experience.
- ✓ Workers, families requiring a quick and affordable option, without sacrificing a high-quality food.
- ✓ Young adults, foodies and those willing to spend a few more dollars for fresh, flavorful, and healthy food options.



Competition

There are many national chains competing in the fast-casual dining restaurant industry. Our competitors include:

Zoes Kitchen

CAVA

Chipotle Mexican Grill

Pei Wei

Jets Pizza

Little Greek

Simple Greek

Panera

Windy City Grille

Blue Ginger Asian Kitchen

Our restaurant will strongly differentiate itself from the competition and has a strategy to penetrate our target market by delivering a premium hospitality experience. 1) flavorful made-to-order menu items 2) high-quality and/or local, and healthy ingredients. 3) authentic Mediterranean hospitality where everyone's welcome and comfortable.

Marketing Plan

As a *The Great Greek Mediterranean Grill* franchisee, we have access to innovative marketing plans which include a multi-channel approach focusing on our local market. We will employ several strategies simultaneously to reach customers, which includes a mix of traditional marketing, online exposure, and special promotions. Our traditional marketing strategies include:

As a franchisee we will also receive a grand opening took kit, public relations campaigns, online marketing solutions, printed materials, mailers and point-of-purchase displays created by the *Great Greek Mediterranean Grill* inhouse marketing team. Printed marketing materials will be created by the franchisor for use in the store, which includes flyers, trifold, business cards, letterhead, envelopes, shipping labels and store forms. A start-up supply will be provided and an easy online ordering system will allow purchase of additional supplies as needed. These will be personalized with the local store's contact information.

Store visibility is key, and we realize that **location** and **drive-by visibility** are one of the main way's customers find dining establishments. In addition to window graphics and standard store signs, our visibility will be enhanced with stake signs, banners, or flags that the franchisor will provide.

After the first 90 days, we will fall into a consistent marketing calendar. As a *The Great Greek Mediterranean Grill* franchisee, we are required to spend 3% of gross sales to national marketing as well as spend 1% of sales locally to promote *The Great Greek Mediterranean Grill*. This fund collectively makes decisions that benefit the *Great Greek Mediterranean Grill* franchise system, subsequently driving additional traffic to each individual location. Catering will be an important component of annual revenue from Year 1.



The collage features several marketing materials:

- Menu:** A menu titled "EXPERIENCE THE UNIQUE FLAVORS OF AUTHENTIC GREEK CUISINE!" listing various dishes under categories like APPETIZERS, CLASSIC GREEK SALAD, SIDES, ENTREES, and DESSERTS. It includes items like "Agelionese Soup", "Feta Dip", "Greek Salad", "Meatballs", and "Honey Lemon Chicken".
- Promotional Flyer:** A blue flyer with white text that reads "FREE DESSERT WITH EVERY \$15+ ORDER" and "20% OFF YOUR ORDER".
- Another Flyer:** A blue flyer with white text that reads "FREE HUMMUS WITH EVERY \$15+ ORDER".
- Logo and Contact Info:** The logo for "THE GREAT GREEK Mediterranean Grill" is visible, along with the address "10411 New Independence Pkwy, Suite 100, Winter Garden, FL 34787" and the phone number "407.794.1700".

Management Team and Key Staff

Executive Directors responsibilities include oversight of all operations, sales, marketing, legal and accounting team members.

Key Staff – Key staff who have already been identified will be hired as the restaurant is closer to opening. Staff of 20 qualified individuals will include:

- General Manager
- Sales Director
- Catering Director
- Assistant Manager
- Kitchen Manager
- Line Cook
- Prep Cook
- Dishwasher
- Busser
- Cashiers
- Servers

Financial Plan

New Restaurant Development Budget		
Description	Amount (\$)	Percentage of Total Costs
Hard Costs		
Construction	\$399,510	39.01%
Equipment	\$101,784	9.94%
Furniture	\$22,000	2.15%
POS - Menu - Tech	\$24,000	2.34%
Signage	\$19,000	1.86%
Small Wares	\$12,500	1.22%
Business Management	\$3,200	0.31%
<i>Hard Costs Subtotal</i>	<i>\$581,994</i>	<i>56.83%</i>
Soft Costs		
Project Fees	\$119,847	11.70%
Pre-Opening Training	\$29,007	2.83%
Marketing Launch	\$24,500	2.39%
Funding Costs	\$268,747	26.24%
<i>Soft Costs Subtotal</i>	<i>\$442,101</i>	<i>43.17%</i>
Total Costs	\$1,024,096	100.00%

New Restaurant Five-Year Pro Forma Summary						
Category	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Revenue (Less Sales Tax)	\$1,394,767	\$1,489,483	\$1,680,405	\$1,911,466	\$2,177,186	\$8,653,306
Cost of Goods Sold	\$430,007	\$431,950	\$487,317	\$554,325	\$631,384	\$2,534,983
Gross Profit	\$964,760	\$1,057,533	\$1,193,088	\$1,357,141	\$1,545,802	\$6,118,323
Hourly Labor Costs	\$226,690	\$241,107	\$261,869	\$301,149	\$336,136	\$1,366,951
Management Salary	\$115,238	\$122,153	\$144,948	\$169,672	\$199,148	\$751,159
Payroll Related Expenses	\$59,005	\$63,060	\$69,626	\$78,568	\$87,937	\$358,197
Direct Operating Expenses	\$178,915	\$205,122	\$235,261	\$269,920	\$309,778	\$1,198,996
Occupancy Expenses	\$128,241	\$130,340	\$133,552	\$136,860	\$140,267	\$669,259
Fixed Expenses	\$104,536	\$106,283	\$108,292	\$110,603	\$113,260	\$542,973
Net Operating Profit	\$152,135	\$189,467	\$239,540	\$290,370	\$359,276	\$1,230,788
Non-Operating Expenses	\$99,735	\$99,735	\$108,826	\$120,263	\$135,767	\$564,325
Net Profit/Loss	\$52,400	\$89,732	\$130,714	\$170,107	\$223,509	\$666,462

Great Greek Restaurant Opening Schedule

Complete Market Analysis	Complete
Identify Locations	Complete
Property Due Diligence	Complete
Issue Letter of Intent	Complete
Negotiate Letter of Intent	Complete
Execute Letter of Intent	Complete
Design Test Fit	Complete
UFG Approval	Complete
Lease Negotiation	Complete
Execute Lease	Complete
Architectural Design	Commenced
Secure Development Permit	Commenced
Construction Bidding	Completed
Award Construction Contract	September 2023
Secure Building Permit	September 2023
Order Equipment	September 2023
Commence Construction	September 2023
Order Signage	November 2023
Execute Vendor Agreements	November 2023
Commence Marketing Program	December 2023
Commence Staff Hiring	December 2023
Commence Staff training	December 2023

Complete Construction	January 2024
On Site Training/Set Up	January 2024
Pre - Grand Opening	January 2024
Grand Opening	January 2024

**MAPS OF
CHARLOTTE,
MECKLENBURG COUNTY
AND
STEELE CREEK**



CHARLOTTE

Charlotte is the largest city in the U.S. state of North Carolina and the seat of Mecklenburg County. In 2010, Charlotte's population according to the US Census Bureau was 731,424 making it the 17th largest city in the United States based on population. The Charlotte metropolitan area had a 2009 population of 1,745,524. The Charlotte metropolitan area is part of a wider thirteen-county labor market region or combined statistical area with a 2009 estimated population of 2,389,763. Residents of Charlotte are referred to as "Charlotteans".

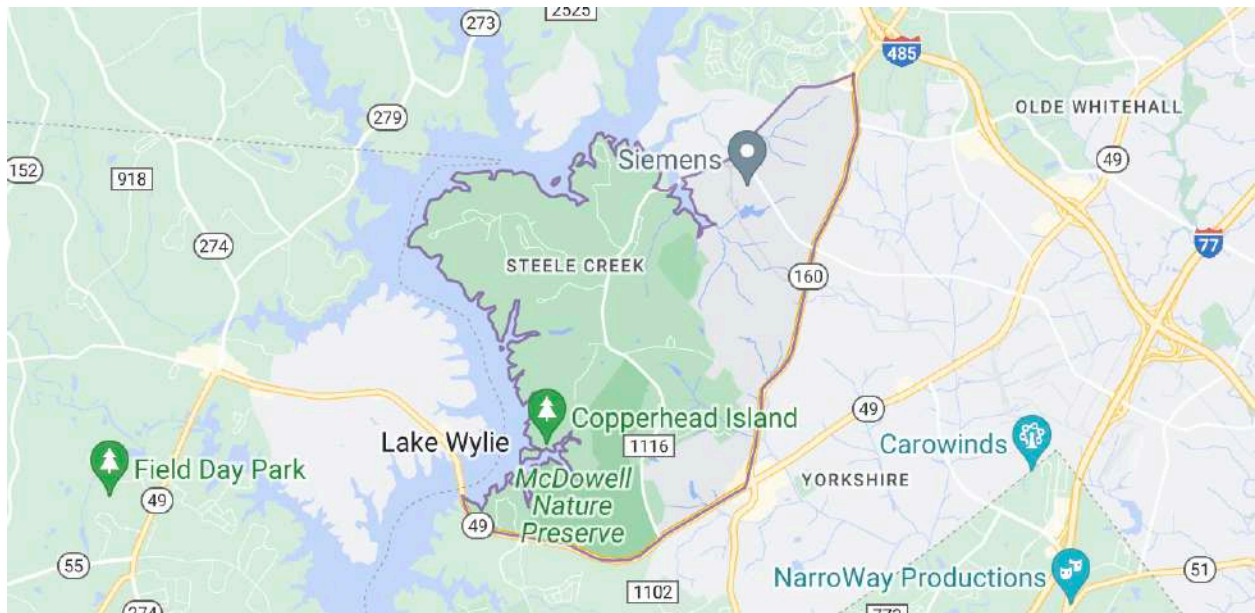
Charlotte has become a major U.S. financial center, and is now the second largest banking center in the United States after New York City.



MECKLENBURG COUNTY

Mecklenburg County is a county located in the southwestern region of the state of North Carolina, in the United States. As of the 2020 census, the population was 1,115,482, making it the second-most populous county in North Carolina (after Wake County) and the first county in the Carolinas to surpass one million in population. Its county seat is Charlotte, the state's largest city.

Mecklenburg County is the central county of the Charlotte-Concord-Gastonia, NC-SC Metropolitan Statistical Area. On September 12, 2013, the county welcomed its one millionth resident.



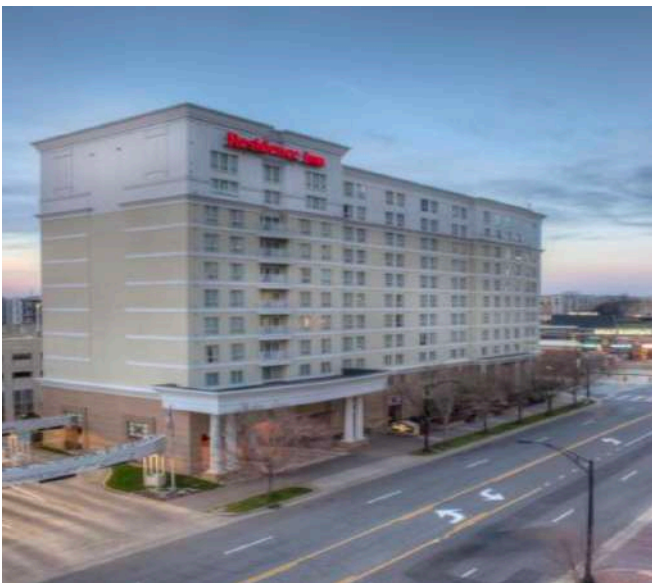
STEELE CREEK

Steele Creek is primarily considered to be a community and neighborhood in the southwestern part of Mecklenburg County in North Carolina. It is generally defined geographically by the original boundaries of Steele Creek Township. Most of Steele Creek is within the city limits of Charlotte but the areas that have not yet been annexed are also recognized as a Township of North Carolina.

Market Area Photos Charlotte







**Trade Area
Restaurants
Charlotte**





Market Survey Gallery

Charlotte





United Franchise Group Site Approval



Charlotte Premium Outlet Mall



6-Story, 124 Room
5th Rooftop Restaurant



1 ac.
Outparcel

LOI OUT

LEE-NAILS

"Office" tract

110,000 ADT



160

Steele Creek Highway
33,000 ADT



110,000 ADT



33,000 ADT
Steele Creek Highway 160



\$180M Hospital Complex
Opening 2025



"Office" tract

6-Story, 124 Room
5* Rooftop Restaurant



LEE NAILS
LOI OUT



Future Light
(warranted)



Adjacent to Berewick
Shopping Center

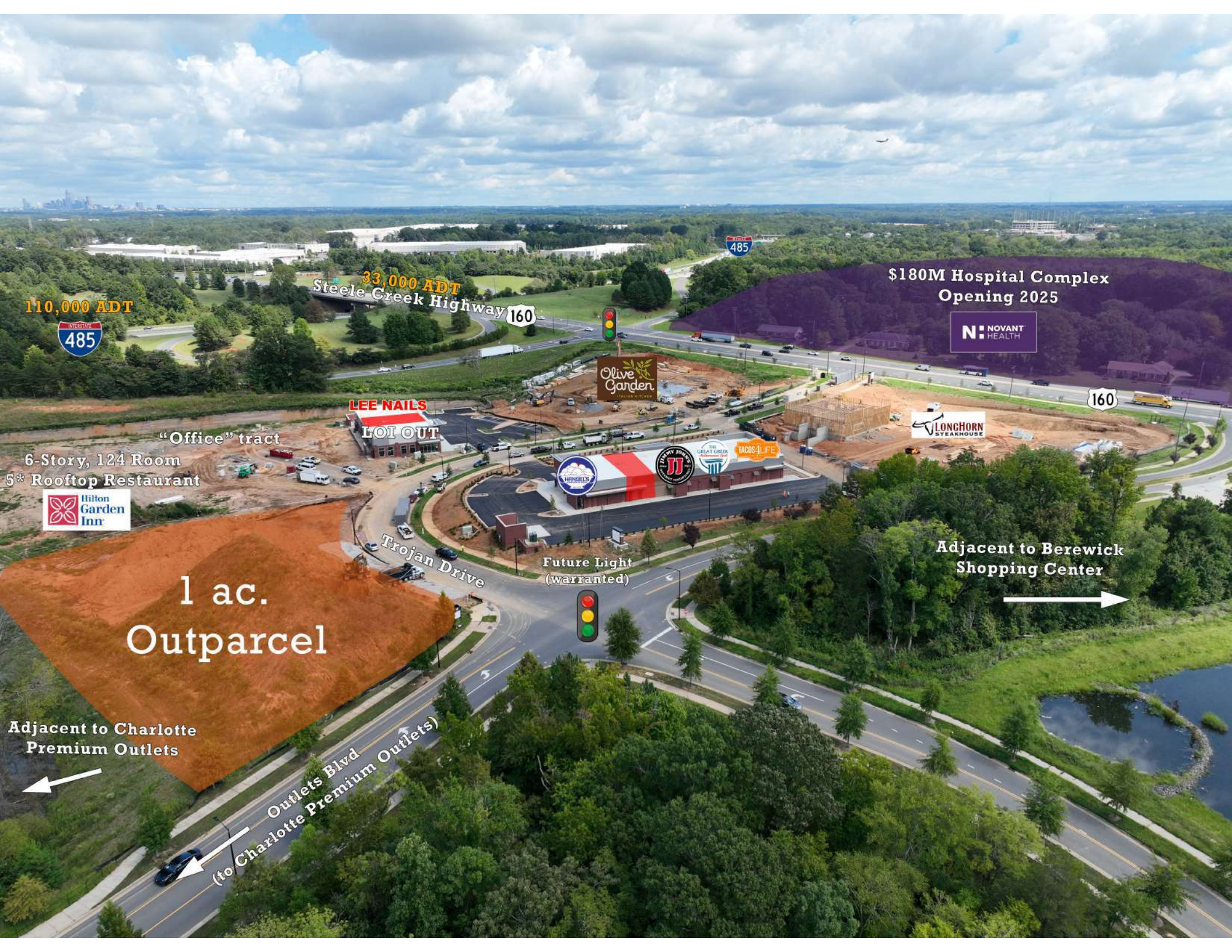


1 ac.
Outparcel

Adjacent to Charlotte
Premium Outlets



Outlets Blvd
(to Charlotte Premium Outlets)



Expanded Profile

2010-2020 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 35.1647/-80.9679

1 3 5 Mile Demos		1 mi radius		3 mi radius		5 mi radius	
Charlotte, NC 28273							
Population							
Estimated Population (2021)		6,022		42,226		101,102	
Projected Population (2026)		7,206		48,269		112,021	
Census Population (2020)		2,730		41,354		98,714	
Census Population (2010)		1,843		27,265		73,404	
Projected Annual Growth (2021 to 2026)		1,184	3.9%	6,043	2.9%	10,918	2.2%
Historical Annual Growth (2020 to 2021)		3,292	120.6%	872	2.1%	2,389	2.4%
Historical Annual Growth (2010 to 2020)		887	48.1%	14,089	51.7%	25,310	34.5%
Estimated Population Density (2021)		1,918	psm	1,494	psm	1,288	psm
Trade Area Size		3.1	sq mi	28.3	sq mi	78.5	sq mi
Households							
Estimated Households (2021)		2,126		16,265		38,910	
Projected Households (2026)		2,562		18,602		43,248	
Census Households (2020)		970		15,941		37,937	
Census Households (2010)		651		10,464		27,663	
Estimated Households with Children (2021)		853	40.1%	5,586	34.3%	13,650	35.1%
Estimated Average Household Size (2021)		2.83		2.59		2.59	
Average Household Income							
Estimated Average Household Income (2021)		\$85,486		\$80,117		\$79,396	
Projected Average Household Income (2026)		\$82,826		\$80,811		\$82,665	
Estimated Average Family Income (2021)		\$93,137		\$88,617		\$88,482	
Median Household Income							
Estimated Median Household Income (2021)		\$105,475		\$81,767		\$73,865	
Projected Median Household Income (2026)		\$124,898		\$95,800		\$86,004	
Estimated Median Family Income (2021)		\$115,356		\$91,871		\$83,913	
Per Capita Income							
Estimated Per Capita Income (2021)		\$30,182		\$30,875		\$30,575	
Projected Per Capita Income (2026)		\$29,446		\$31,157		\$31,932	
Estimated Per Capita Income 5 Year Growth		-\$736	-2.4%	\$282	0.9%	\$1,357	4.4%
Estimated Average Household Net Worth (2021)		\$746,726		\$519,004		\$486,914	
Daytime Demos (2021)							
Total Businesses		207		2,132		6,065	
Total Employees		1,860		34,755		106,053	
Company Headquarter Businesses		5	2.6%	113	5.3%	346	5.7%
Company Headquarter Employees		444	23.9%	9,815	28.2%	28,442	26.8%
Employee Population per Business		9.0		16.3		17.5	
Residential Population per Business		29.1		19.8		16.7	

Expanded Profile

2010-2020 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 35.1647/-80.9679

1 3 5 Mile Demos

Charlotte, NC 28273

	1 mi radius		3 mi radius		5 mi radius	
Race & Ethnicity						
White (2021)	2,756	45.8%	15,469	36.6%	36,185	35.8%
Black or African American (2021)	1,492	24.8%	12,923	30.6%	32,544	32.2%
American Indian or Alaska Native (2021)	31	0.5%	261	0.6%	927	0.9%
Asian (2021)	693	11.5%	4,481	10.6%	9,067	9.0%
Hawaiian or Pacific Islander (2021)	-	-	19	-	61	-
Other Race (2021)	494	8.2%	5,073	12.0%	13,145	13.0%
Two or More Races (2021)	556	9.2%	3,999	9.5%	9,172	9.1%
Not Hispanic or Latino Population (2021)	4,999	83.0%	33,229	78.7%	78,211	77.4%
Hispanic or Latino Population (2021)	1,023	17.0%	8,997	21.3%	22,891	22.6%
Not Hispanic or Latino Population (2026)	5,982	83.0%	38,084	78.9%	87,006	77.7%
Hispanic or Latino Population (2026)	1,224	17.0%	10,185	21.1%	25,015	22.3%
Not Hispanic or Latino Population (2020)	2,100	76.9%	32,020	77.4%	74,505	75.5%
Hispanic or Latino Population (2020)	631	23.1%	9,334	22.6%	24,208	24.5%
Not Hispanic or Latino Population (2010)	1,471	79.8%	22,140	81.2%	58,374	79.5%
Hispanic or Latino Population (2010)	372	20.2%	5,125	18.8%	15,030	20.5%
Projected Hispanic Annual Growth (2021 to 2026)	200	3.9%	1,188	2.6%	2,123	1.9%
Historic Hispanic Annual Growth (2010 to 2021)	651	15.9%	3,873	6.9%	7,861	4.8%
Age Distribution (2021)						
Age Under 5	516	8.6%	2,908	6.9%	7,218	7.1%
Age 5 to 9 Years	421	7.0%	2,784	6.6%	6,851	6.8%
Age 10 to 14 Years	361	6.0%	2,724	6.5%	6,666	6.6%
Age 15 to 19 Years	291	4.8%	2,508	5.9%	6,069	6.0%
Age 20 to 24 Years	270	4.5%	2,468	5.8%	6,301	6.2%
Age 25 to 29 Years	527	8.7%	4,082	9.7%	9,535	9.4%
Age 30 to 34 Years	723	12.0%	4,365	10.3%	9,682	9.6%
Age 35 to 39 Years	629	10.4%	3,824	9.1%	8,485	8.4%
Age 40 to 44 Years	444	7.4%	3,150	7.5%	7,295	7.2%
Age 45 to 49 Years	373	6.2%	2,854	6.8%	6,758	6.7%
Age 50 to 54 Years	365	6.1%	2,698	6.4%	6,319	6.2%
Age 55 to 59 Years	325	5.4%	2,401	5.7%	5,806	5.7%
Age 60 to 64 Years	272	4.5%	1,978	4.7%	4,927	4.9%
Age 65 to 74 Years	347	5.8%	2,344	5.6%	6,200	6.1%
Age 75 to 84 Years	126	2.1%	847	2.0%	2,322	2.3%
Age 85 Years or Over	33	0.5%	291	0.7%	670	0.7%
Median Age	33.5		33.6		33.8	
Gender Age Distribution (2021)						
Female Population	3,142	52.2%	21,854	51.8%	51,962	51.4%
Age 0 to 19 Years	856	27.2%	5,576	25.5%	13,479	25.9%
Age 20 to 64 Years	2,018	64.2%	14,401	65.9%	33,417	64.3%
Age 65 Years or Over	268	8.5%	1,877	8.6%	5,066	9.7%
Female Median Age	33.2		33.9		34.3	
Male Population	2,880	47.8%	20,372	48.2%	49,140	48.6%
Age 0 to 19 Years	732	25.4%	5,347	26.2%	13,325	27.1%
Age 20 to 64 Years	1,910	66.3%	13,420	65.9%	31,689	64.5%
Age 65 Years or Over	237	8.2%	1,605	7.9%	4,126	8.4%
Male Median Age	33.9		33.3		33.1	

Expanded Profile

2010-2020 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 35.1647/-80.9679

1 3 5 Mile Demos		1 mi radius		3 mi radius		5 mi radius	
Charlotte, NC 28273							
Household Income Distribution (2021)							
HH Income \$200,000 or More	201	9.5%	1,001	6.2%	2,290	5.9%	
HH Income \$150,000 to \$199,999	344	16.2%	1,167	7.2%	2,417	6.2%	
HH Income \$100,000 to \$149,999	577	27.1%	3,251	20.0%	6,828	17.5%	
HH Income \$75,000 to \$99,999	341	16.0%	3,252	20.0%	6,839	17.6%	
HH Income \$50,000 to \$74,999	305	14.3%	3,762	23.1%	8,234	21.2%	
HH Income \$35,000 to \$49,999	113	5.3%	1,610	9.9%	4,621	11.9%	
HH Income \$25,000 to \$34,999	92	4.3%	900	5.5%	2,835	7.3%	
HH Income \$15,000 to \$24,999	41	1.9%	573	3.5%	1,988	5.1%	
HH Income Under \$15,000	111	5.2%	747	4.6%	2,858	7.3%	
HH Income \$35,000 or More	1,882	88.5%	14,044	86.3%	31,229	80.3%	
HH Income \$75,000 or More	1,464	68.9%	8,671	53.3%	18,373	47.2%	
Housing (2021)							
Total Housing Units	2,200		17,090		41,683		
Housing Units Occupied	2,126	96.6%	16,265	95.2%	38,910	93.3%	
Housing Units Owner-Occupied	1,464	68.9%	9,461	58.2%	21,078	54.2%	
Housing Units, Renter-Occupied	662	31.1%	6,803	41.8%	17,832	45.8%	
Housing Units, Vacant	74	3.5%	826	5.1%	2,773	7.1%	
Marital Status (2021)							
Never Married	1,479	31.3%	12,965	38.3%	33,551	41.7%	
Currently Married	2,500	52.9%	14,039	41.5%	31,150	38.8%	
Separated	267	5.7%	2,347	6.9%	5,385	6.7%	
Widowed	82	1.7%	888	2.6%	2,278	2.8%	
Divorced	396	8.4%	3,571	10.6%	8,004	10.0%	
Household Type (2021)							
Population Family	5,374	89.2%	34,564	81.9%	82,955	82.1%	
Population Non-Family	648	10.8%	7,573	17.9%	17,969	17.8%	
Population Group Quarters	-	-	89	0.2%	179	0.2%	
Family Households	1,620	76.2%	10,460	64.3%	25,219	64.8%	
Non-Family Households	506	23.8%	5,804	35.7%	13,690	35.2%	
Married Couple with Children	645	25.8%	3,593	25.6%	7,849	25.2%	
Average Family Household Size	3.3		3.3		3.3		
Household Size (2021)							
1 Person Households	389	18.3%	4,428	27.2%	10,441	26.8%	
2 Person Households	674	31.7%	4,903	30.1%	11,978	30.8%	
3 Person Households	391	18.4%	2,832	17.4%	6,722	17.3%	
4 Person Households	401	18.9%	2,273	14.0%	5,366	13.8%	
5 Person Households	175	8.2%	1,094	6.7%	2,566	6.6%	
6 or More Person Households	96	4.5%	735	4.5%	1,836	4.7%	
Household Vehicles (2021)							
Households with 0 Vehicles Available	23	1.1%	411	2.5%	1,679	4.3%	
Households with 1 Vehicles Available	508	23.9%	5,568	34.2%	13,885	35.7%	
Households with 2 or More Vehicles Available	1,595	75.0%	10,286	63.2%	23,345	60.0%	
Total Vehicles Available	4,396		30,892		72,383		
Average Vehicles Per Household	2.1		1.9		1.9		

Expanded Profile

2010-2020 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 35.1647/-80.9679

1 3 5 Mile Demos

Charlotte, NC 28273

	1 mi radius		3 mi radius		5 mi radius	
Labor Force (2021)						
Estimated Labor Population Age 16 Years or Over	4,669		33,344		79,243	
Estimated Civilian Employed	3,447	73.8%	24,838	74.5%	56,973	71.9%
Estimated Civilian Unemployed	178	3.8%	1,403	4.2%	3,513	4.4%
Estimated in Armed Forces	-	-	5	-	62	-
Estimated Not in Labor Force	1,043	22.3%	7,098	21.3%	18,694	23.6%
Unemployment Rate	3.8%		4.2%		4.4%	
Occupation (2021)						
Occupation: Population Age 16 Years or Over	3,447		24,838		56,973	
Management, Business, Financial Operations	676	19.6%	4,703	18.9%	10,306	18.1%
Professional, Related	762	22.1%	5,265	21.2%	11,598	20.4%
Service	473	13.7%	3,581	14.4%	9,136	16.0%
Sales, Office	881	25.6%	5,752	23.2%	12,785	22.4%
Farming, Fishing, Forestry	-	-	7	-	38	-
Construct, Extraction, Maintenance	202	5.9%	2,041	8.2%	5,192	9.1%
Production, Transport Material Moving	453	13.1%	3,490	14.1%	7,917	13.9%
White Collar Workers	2,319	67.3%	15,719	63.3%	34,689	60.9%
Blue Collar Workers	1,127	32.7%	9,119	36.7%	22,284	39.1%
Consumer Expenditure (2021)						
Total Household Expenditure	\$135.12 M		\$985.8 M		\$2.33 B	
Total Non-Retail Expenditure	\$71.14 M	52.7%	\$518.09 M	52.6%	\$1.23 B	52.6%
Total Retail Expenditure	\$63.98 M	47.3%	\$467.71 M	47.4%	\$1.1 B	47.4%
Apparel	\$4.88 M	3.6%	\$34.97 M	3.5%	\$82.61 M	3.5%
Contributions	\$4.47 M	3.3%	\$31.32 M	3.2%	\$73.97 M	3.2%
Education	\$4.35 M	3.2%	\$28.75 M	2.9%	\$68.09 M	2.9%
Entertainment	\$7.84 M	5.8%	\$55.82 M	5.7%	\$131.4 M	5.6%
Food and Beverages	\$19.82 M	14.7%	\$146.07 M	14.8%	\$345.92 M	14.8%
Furnishings and Equipment	\$4.85 M	3.6%	\$34.7 M	3.5%	\$81.71 M	3.5%
Gifts	\$3.32 M	2.5%	\$23.67 M	2.4%	\$56.14 M	2.4%
Health Care	\$11.04 M	8.2%	\$82.62 M	8.4%	\$195.85 M	8.4%
Household Operations	\$5.34 M	3.9%	\$38.27 M	3.9%	\$90.54 M	3.9%
Miscellaneous Expenses	\$2.55 M	1.9%	\$18.53 M	1.9%	\$43.83 M	1.9%
Personal Care	\$1.82 M	1.3%	\$13.24 M	1.3%	\$31.3 M	1.3%
Personal Insurance	\$993.71 K	0.7%	\$6.82 M	0.7%	\$16.04 M	0.7%
Reading	\$291.63 K	0.2%	\$2.12 M	0.2%	\$5.01 M	0.2%
Shelter	\$28.4 M	21.0%	\$207.94 M	21.1%	\$493.49 M	21.2%
Tobacco	\$731.82 K	0.5%	\$5.99 M	0.6%	\$14.45 M	0.6%
Transportation	\$24.89 M	18.4%	\$182.28 M	18.5%	\$429.31 M	18.4%
Utilities	\$9.54 M	7.1%	\$72.68 M	7.4%	\$173 M	7.4%
Educational Attainment (2021)						
Adult Population Age 25 Years or Over	4,164		28,834		67,998	
Elementary (Grade Level 0 to 8)	170	4.1%	1,395	4.8%	4,101	6.0%
Some High School (Grade Level 9 to 11)	178	4.3%	1,319	4.6%	4,308	6.3%
High School Graduate	772	18.5%	6,150	21.3%	14,537	21.4%
Some College	898	21.6%	6,078	21.1%	14,510	21.3%
Associate Degree Only	256	6.2%	2,217	7.7%	4,925	7.2%
Bachelor Degree Only	1,304	31.3%	8,006	27.8%	17,764	26.1%
Graduate Degree	585	14.1%	3,670	12.7%	7,854	11.6%

Expanded Profile

2010-2020 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

Lat/Lon: 35.1647/-80.9679

1 3 5 Mile Demos		1 mi radius		3 mi radius		5 mi radius	
Charlotte, NC 28273							
Units In Structure (2021)							
1 Detached Unit	1,556	239.0%	9,695	92.7%	22,634	81.8%	
1 Attached Unit	131	20.2%	1,693	16.2%	3,426	12.4%	
2 to 4 Units	18	2.7%	417	4.0%	1,134	4.1%	
5 to 9 Units	50	7.7%	598	5.7%	2,041	7.4%	
10 to 19 Units	93	14.3%	1,200	11.5%	3,340	12.1%	
20 to 49 Units	133	20.5%	1,335	12.8%	3,333	12.0%	
50 or More Units	99	15.2%	999	9.5%	2,130	7.7%	
Mobile Home or Trailer	46	7.0%	326	3.1%	867	3.1%	
Other Structure	-	-	1	-	5	-	
Homes Built By Year (2021)							
Homes Built 2010 or later	688	105.7%	4,191	40.1%	7,922	28.6%	
Homes Built 2000 to 2009	805	123.6%	4,694	44.9%	10,373	37.5%	
Homes Built 1990 to 1999	209	32.1%	3,059	29.2%	7,583	27.4%	
Homes Built 1980 to 1989	147	22.6%	1,923	18.4%	4,138	15.0%	
Homes Built 1970 to 1979	118	18.1%	1,250	11.9%	4,090	14.8%	
Homes Built 1960 to 1969	71	10.9%	533	5.1%	2,507	9.1%	
Homes Built 1950 to 1959	66	10.1%	441	4.2%	1,628	5.9%	
Homes Built Before 1949	22	3.4%	172	1.6%	670	2.4%	
Home Values (2021)							
Home Values \$1,000,000 or More	7	0.5%	169	1.8%	421	2.0%	
Home Values \$500,000 to \$999,999	20	1.3%	528	5.6%	1,640	7.8%	
Home Values \$400,000 to \$499,999	76	5.2%	484	5.1%	1,106	5.2%	
Home Values \$300,000 to \$399,999	503	34.3%	1,678	17.7%	3,191	15.1%	
Home Values \$200,000 to \$299,999	622	42.5%	2,970	31.4%	6,437	30.5%	
Home Values \$150,000 to \$199,999	123	8.4%	2,153	22.8%	4,587	21.8%	
Home Values \$100,000 to \$149,999	67	4.6%	1,083	11.4%	2,298	10.9%	
Home Values \$70,000 to \$99,999	22	1.5%	187	2.0%	820	3.9%	
Home Values \$50,000 to \$69,999	4	0.3%	42	0.4%	187	0.9%	
Home Values \$25,000 to \$49,999	6	0.4%	47	0.5%	138	0.7%	
Home Values Under \$25,000	16	1.1%	120	1.3%	252	1.2%	
Owner-Occupied Median Home Value	\$274,740		\$236,361		\$237,289		
Renter-Occupied Median Rent	\$1,311		\$1,154		\$1,037		
Transportation To Work (2021)							
Drive to Work Alone	2,581	74.9%	19,407	78.1%	43,946	77.1%	
Drive to Work in Carpool	373	10.8%	2,593	10.4%	5,833	10.2%	
Travel to Work by Public Transportation	47	1.4%	561	2.3%	1,878	3.3%	
Drive to Work on Motorcycle	-	-	13	-	30	-	
Walk or Bicycle to Work	67	2.0%	403	1.6%	928	1.6%	
Other Means	78	2.3%	283	1.1%	654	1.1%	
Work at Home	300	8.7%	1,579	6.4%	3,706	6.5%	
Travel Time (2021)							
Travel to Work in 14 Minutes or Less	565	16.4%	5,682	22.9%	12,122	21.3%	
Travel to Work in 15 to 29 Minutes	1,488	43.2%	10,102	40.7%	23,330	40.9%	
Travel to Work in 30 to 59 Minutes	852	24.7%	6,384	25.7%	14,802	26.0%	
Travel to Work in 60 Minutes or More	242	7.0%	1,091	4.4%	3,013	5.3%	
Average Minutes Travel to Work	23.6		21.9		22.5		



STEELE CREEK *Landing*

CHARLOTTE, NC



Charlotte Premium Outlets
* \$404 PSF Sales

ZAXBY'S
 Jersey Mike's
 Harris Teeter
 CAR WASH
 BEST COAST KING'S GRILL
 Residence Inn Marriott
 NOVANT HEALTH
 SOLIS
 Smoothie King
 Wendy's
 McALISTER'S DELI
 McDonald's
 Arby's
 TGI Friday's
 Hampton Inn
 STARBUCKS COFFEE
 Bojangles
 MOD
 CLEAN JUICE

Potential

Mike Thompson
704.332.0854
mike@coreproperties.com

Rick Ferrigan
704.332.0848
rick@coreproperties.com

Eric Barta
704.332.0837
eric@coreproperties.com

Jordan Muhammad
704.332.0842
jordan@coreproperties.com

Shoppes of Madison Place
Verizon
Nothing Bundt Cakes
Pacific Dental
Lee Nails
Chicken Salad Chick
Outback Steakhouse

230 Residential Units



PLANNED \$179M MEDICAL CENTER/HOSPITAL

- Planned Opening in 2025
- 186,000 SF, 32 Bed Hospital

185 Acre Site, 1.2M SF of Medical, Office, Residential, Commercial, Hotel

† Figure from 2020.



Overall Site Plan : Available Space in RED



SITE PLAN PREPARED BY:
wright
 WRIGHT ARCHITECTS, P.C.
 50 STANDISH AVENUE
 ATLANTA, GA 30309 404.627.0222
 EMAIL: info@wrightatlanta.com

TRACT SITE DATA

OUTPARCEL A	2.03 ACRES
OUTPARCEL B	2.13 ACRES
OUTPARCEL C	1.74 ACRES
OUTPARCEL D	1.04 ACRES
OUTPARCEL E	1.66 ACRES
OUTPARCEL F	2.33 ACRES
OUTPARCEL G	1.26 ACRES
TOTAL	12.19 ACRES

Actively marketing for ground lease
 +/- 1.26 acre Outparcel

Shop building #1
 2,000 SF AVAILABLE

- 10,800 SF Shop Space
- Pre-Installed Grease Traps

- Tenants:**
- Tacos 4 Life
 - Handel's Ice Cream
 - Jimmy John's

Shop building #2
 4,400 SF AVAILABLE

- 7,200 SF Shop Space
- Pre-Installed Grease Traps

- Tenants:**
- Lee Spa Nails
 - Restaurant

135-room, 6-story Hotel
 Full-service rooftop restaurant
 Hotel Construction Timeline:
 Start Date: 4Q 2022
 Finish Date: 2Q '24

Proposed Office
 Up to 15,000 SF, 2 levels



SP-72

Charlotte Premium Outlet Mall



MONUMENT SIGN #1

Potential

Berewick

OUTPARCEL C
 1.74 ACRES

OUTPARCEL E
 1.66 ACRES

OUTPARCEL D
 1.04 ACRES



Opening 4Q 2022



Opening 4Q 2022

STEELE CREEK ROAD (NC HIGHWAY 160)

Right-In
 With Deceleration Lane

STEELE CREEK SITE RETAIL
 CHARLOTTE, NORTH CAROLINA

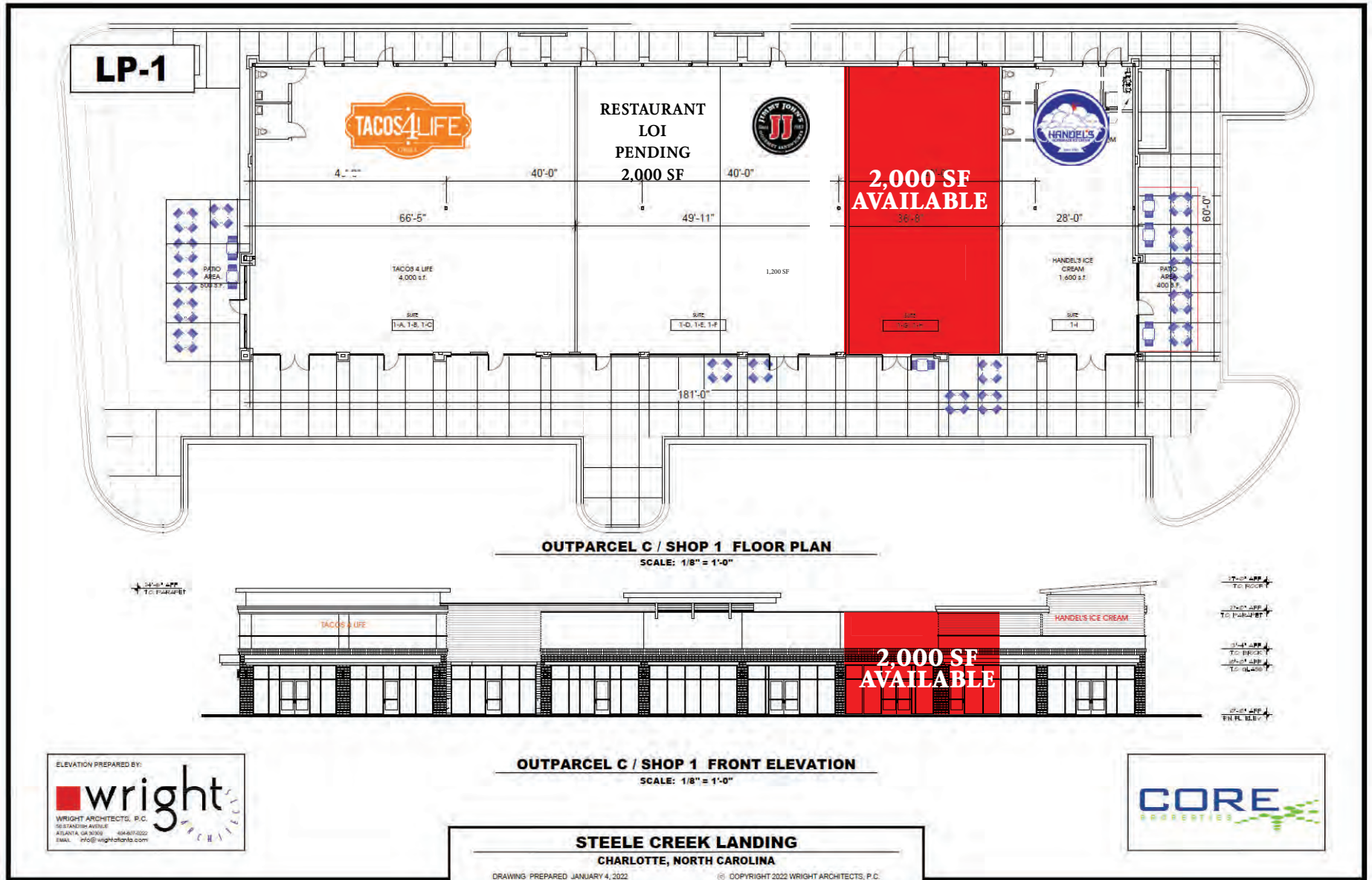
SITE PLAN
 SCALE: 1" = 60'-0"

DRAWING PREPARED DECEMBER 2, 2020

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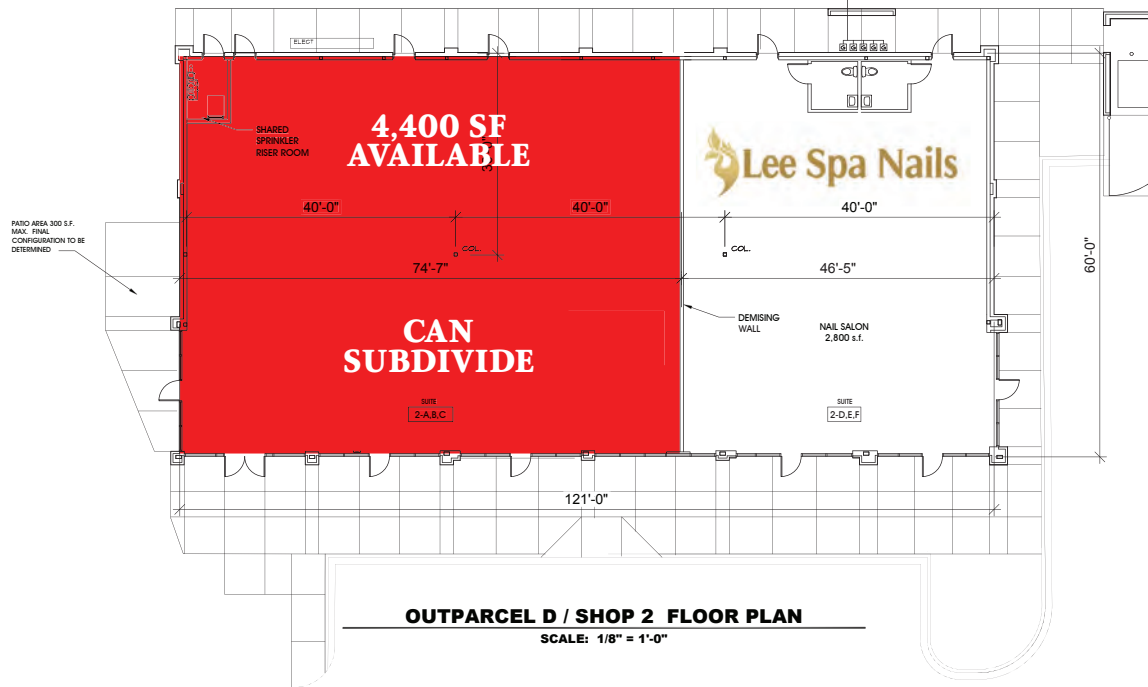
Shop Building 1 - 10,800 SF : Available Space in RED



Shop Building 2 - 7,200 SF : Available Space in RED

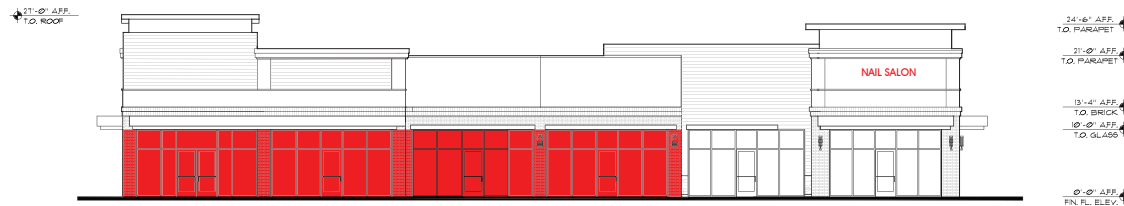


LP-2



OUTPARCEL D / SHOP 2 FLOOR PLAN

SCALE: 1/8" = 1'-0"



OUTPARCEL D / SHOP 2 FRONT ELEVATION

SCALE: 1/8" = 1'-0"



STEELE CREEK LANDING
CHARLOTTE, NORTH CAROLINA

DRAWING PREPARED JANUARY 6, 2022

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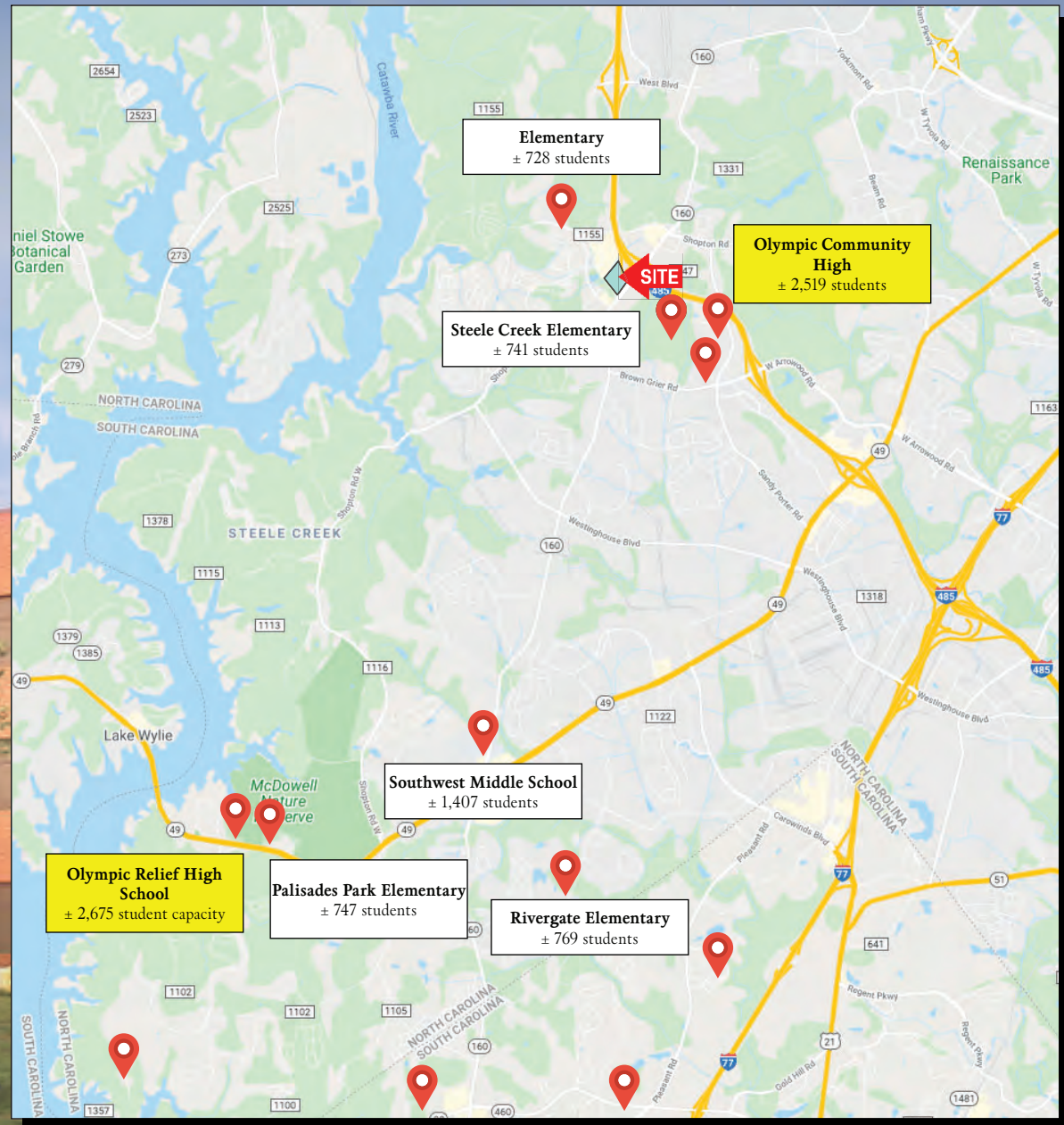
Schools



The \$92M, 325,000 SF Olympic Relief High School will be a state of the art school, with 107 classrooms and a capacity of 2,675 students. It will include full athletic facilities and an indoor pool. The school will provide relief for Olympic High and is less than 6 miles from the site.



Olympic Community High, located less than 1 mile away from the site, has approximately 2,519 students.



Major Employers, Demographics, & Projects



THE RIVER DISTRICT
 +/- 1,400 AC master-planned community. Construction to begin 2021. By Crescent Communities.
 +/- 8,000,000 SF Office
 +/- 2,300 Homes
 +/- 2,350 Apt Units

American Airlines
 12,100 Employees

United Technologies
 600+ Employees

\$179M PLANNED MEDICAL CENTER
NOVANT HEALTH

TOPGOLF
 450+ Employees

TOSHIBA
 200+ Employees

Spectrum
 3,000+ Employees

SIEMENS
 1,800+ Employees

Microsoft
 1,000+ Employees

Carowinds
 4,000+ Employees



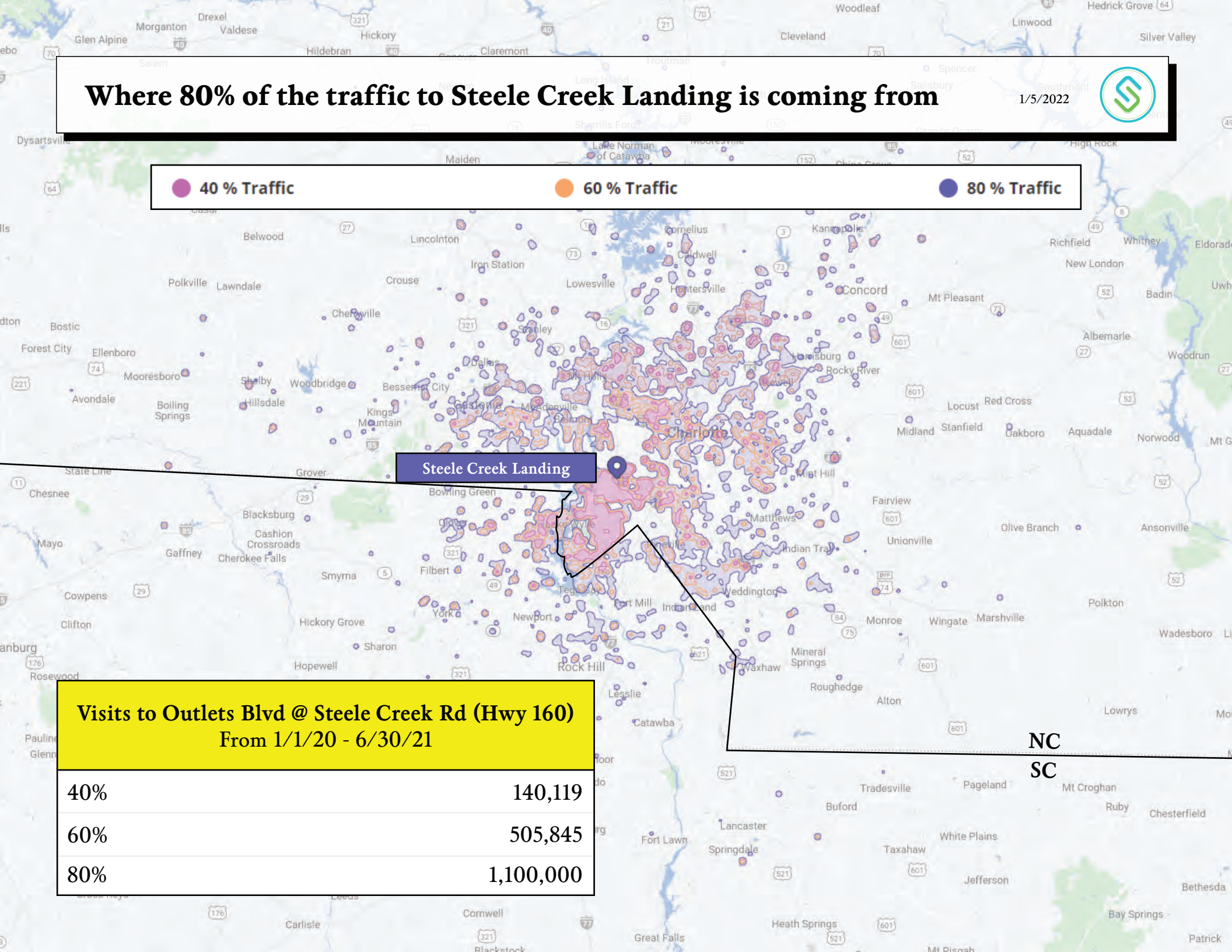
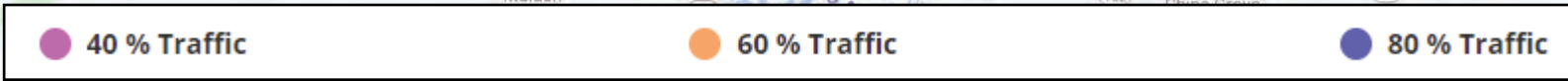
WITHIN 5 MILES...

- There are +6,528 future lots (single family, townhouse/plex, condo)
- The average price of single family home is \$428,285
- The overall average price of a home (single family, townhouse/plex, condo) is \$391,562
- There are a total of +/- 38,097 households
- There are 110,000+ employees

Source: Metrostudy Reporting 2020 / Regis SitesUSA

Where 80% of the traffic to Steele Creek Landing is coming from

1/5/2022



Visits to Outlets Blvd @ Steele Creek Rd (Hwy 160)
From 1/1/20 - 6/30/21

40%	140,119
60%	505,845
80%	1,100,000

NC
 SC

Number of visits past our site during COVID

1/1/20 - 12/31/21



CHARLOTTE PREMIUM OUTLET MALL

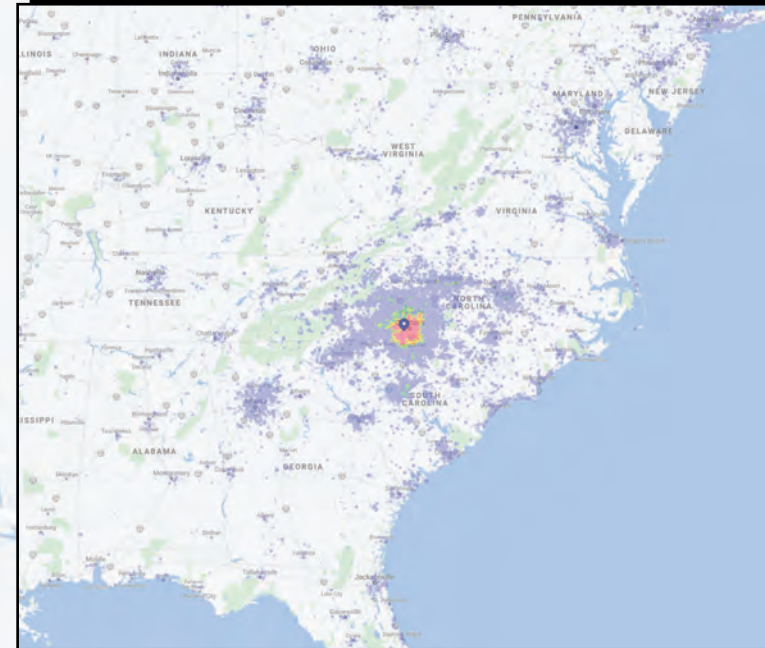
SITE

**Steele Creek Landing
Monument on Hwy 160 @ Trojan Dr**

**From
January 2020 through December 2021
over 26.3 MILLION vehicles have driven
past our monument sign on Hwy 160.**

2022 Placer.ai Data, Cellphone GPS, 98%+ Accuracy

Steele Creek Landing is located at the intersection of Steele Creek Rd (Hwy 160) and I-485, and is the “gateway” to Steele Creek and the Charlotte Premium Outlet Mall.



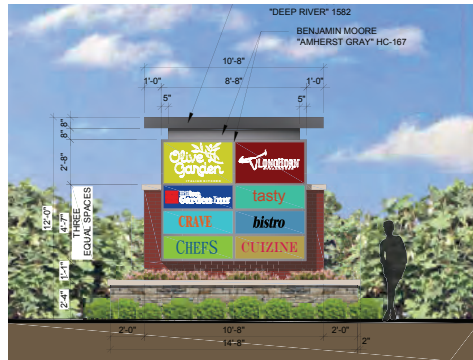
Building Elevations



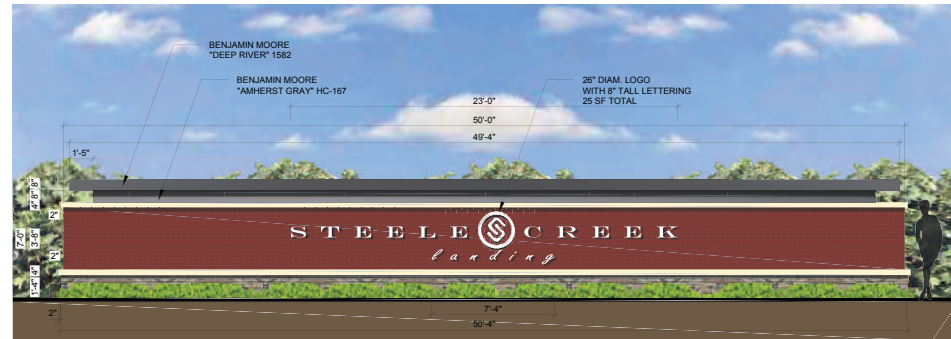
FRONT ELEVATION

SCALE: 1/8" = 1'-0"

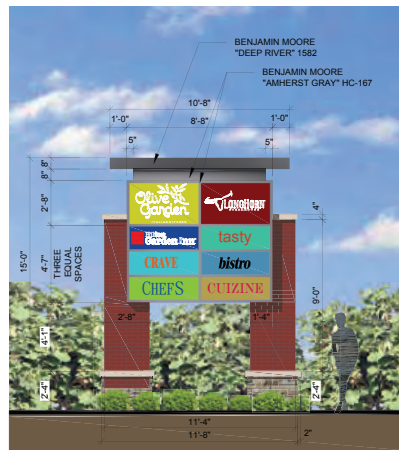
Monuments



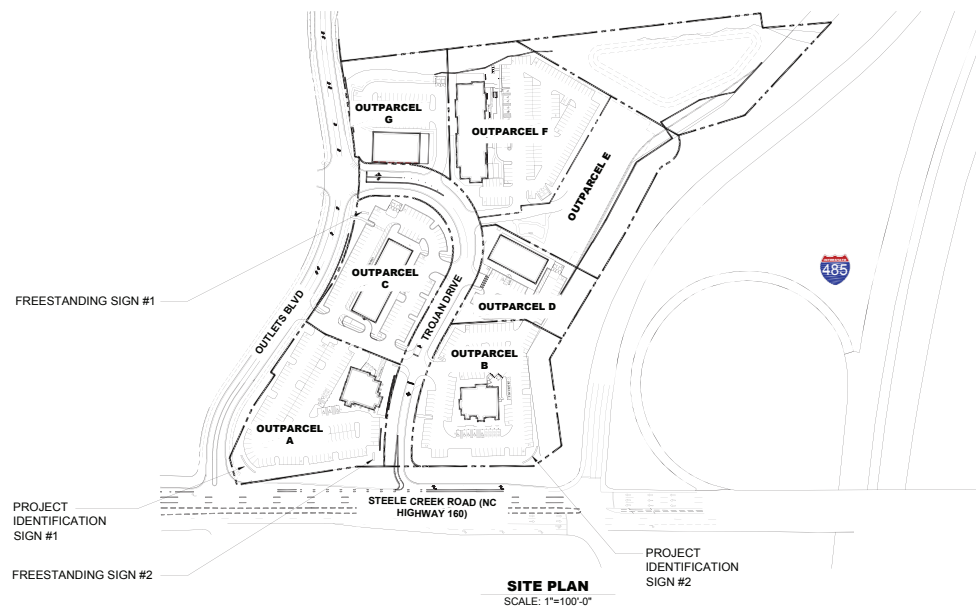
FREESTANDING SIGN #1 - OUTLET DRIVE SIGN
SCALE: 3/8"=1'-0"



PROJECT IDENTIFICATION SIGN #1 AND #2
SCALE: 3/8"=1'-0"



FREESTANDING SIGN #2 - STEELE CREEK DRIVE SIGN
SCALE: 3/8"=1'-0"



SITE PLAN
SCALE: 1"=100'-0"

Monuments



Hwy 160 Monument



Trojan Dr/Outlets Blvd Monument

Steele Creek Shop Buildings

Aerial shots as of 05/2022



Steele Creek Landing: Black Friday During COVID-19

11/2020



CORE



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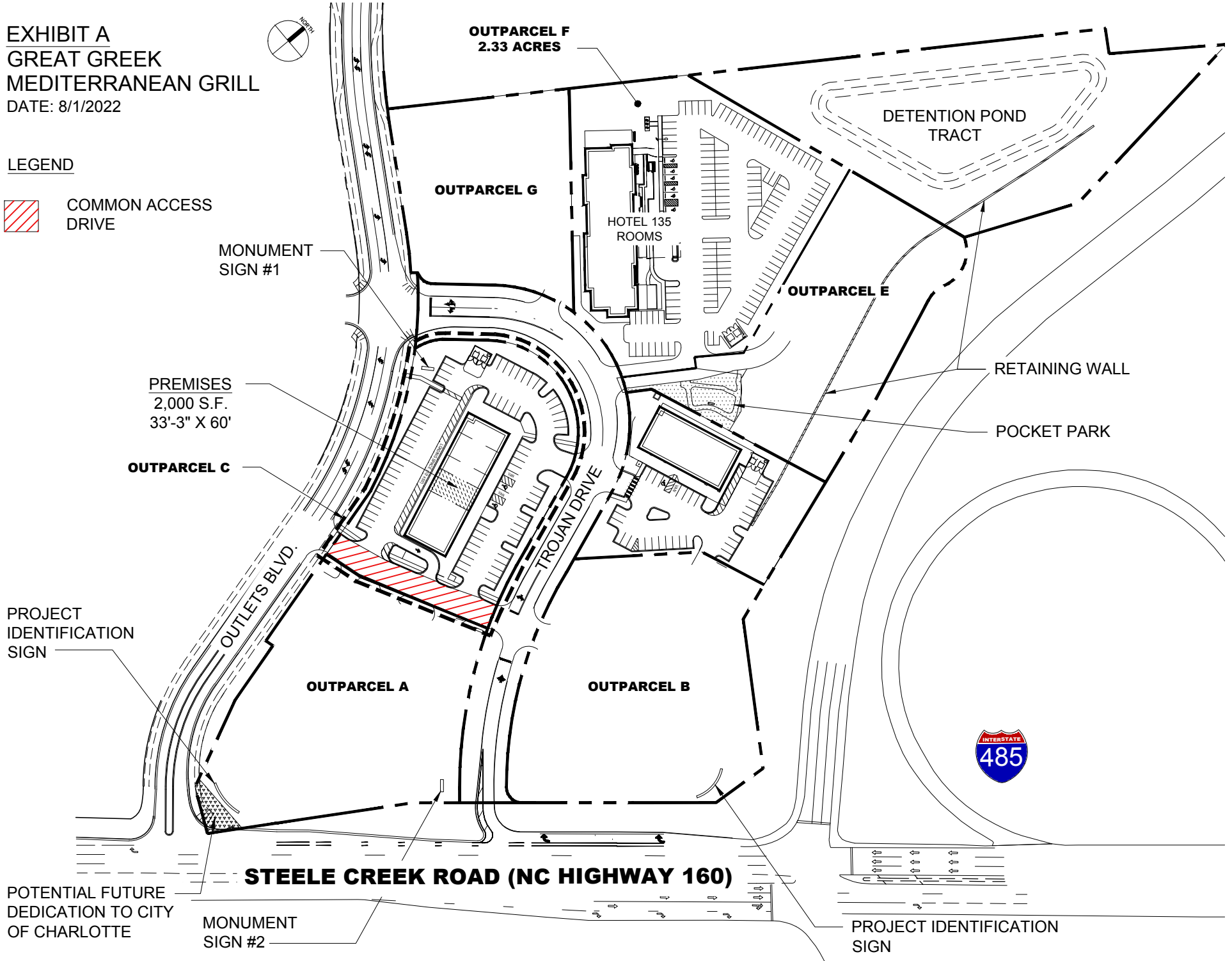
† Figure from 2020.

EXHIBIT A
GREAT GREEK
MEDITERRANEAN GRILL
DATE: 8/1/2022



LEGEND

 COMMON ACCESS DRIVE



MONUMENT SIGN #1

PREMISES
2,000 S.F.
33'-3" X 60'

OUTPARCEL C

PROJECT IDENTIFICATION SIGN

OUTLETS BLVD.

TROJAN DRIVE

OUTPARCEL A

OUTPARCEL B

OUTPARCEL F
2.33 ACRES

OUTPARCEL G

HOTEL 135
ROOMS

OUTPARCEL E

DETECTION POND
TRACT

RETAINING WALL

POCKET PARK



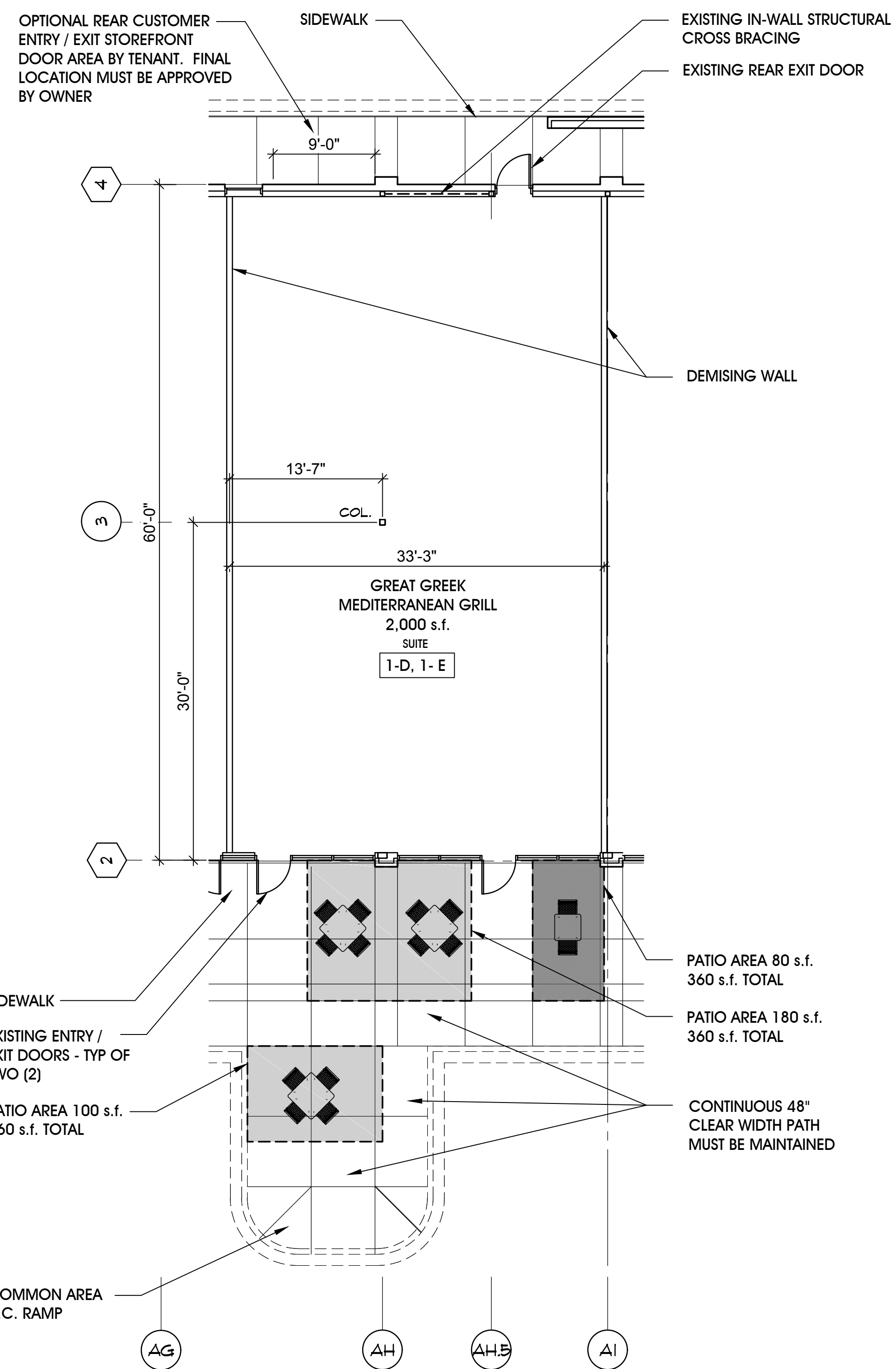
POTENTIAL FUTURE
DEDICATION TO CITY
OF CHARLOTTE

MONUMENT
SIGN #2

STEELE CREEK ROAD (NC HIGHWAY 160)

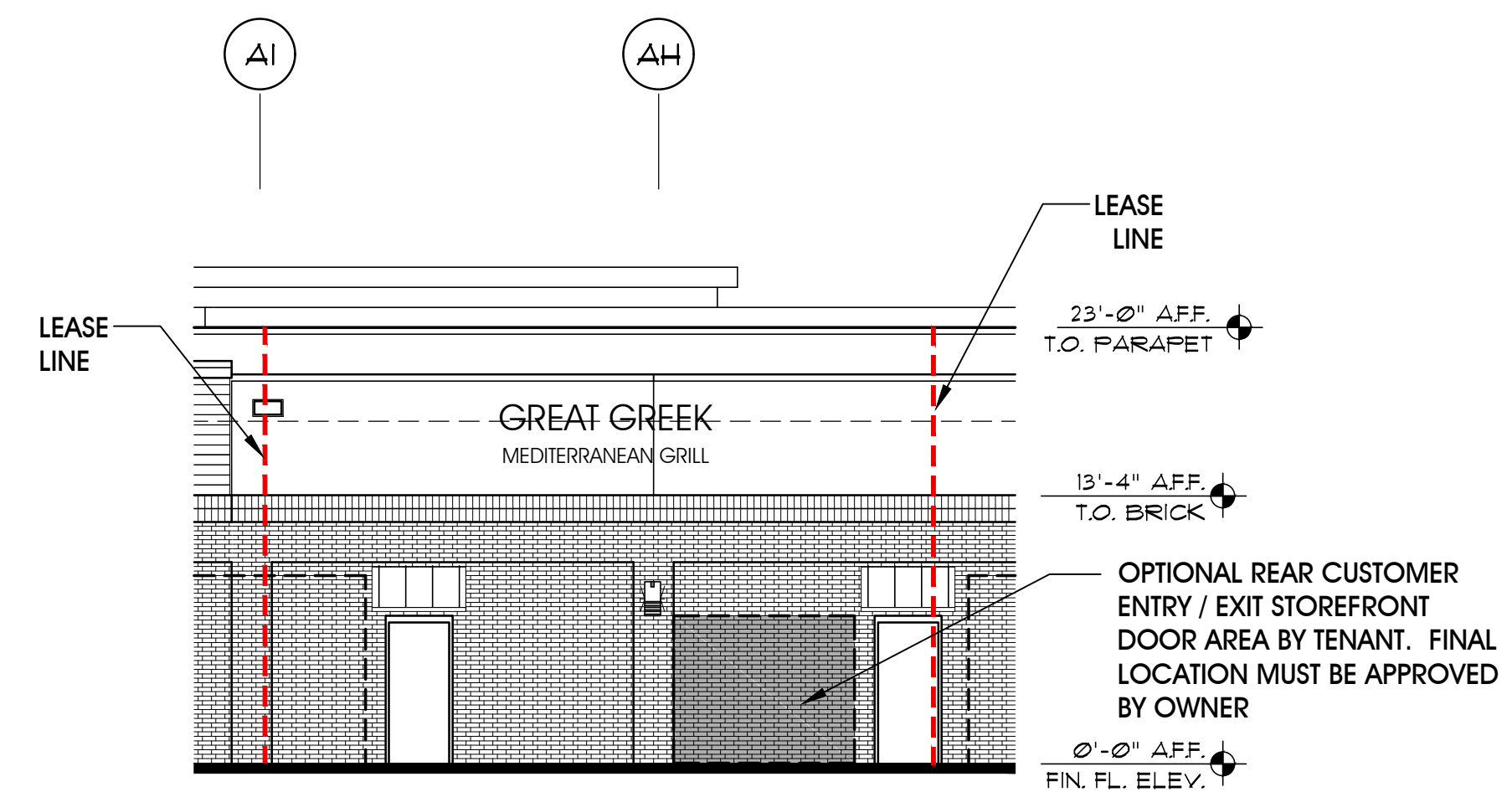
PROJECT IDENTIFICATION
SIGN

LOD-1 GREAT GREEK MEDITERRANEAN GRILL



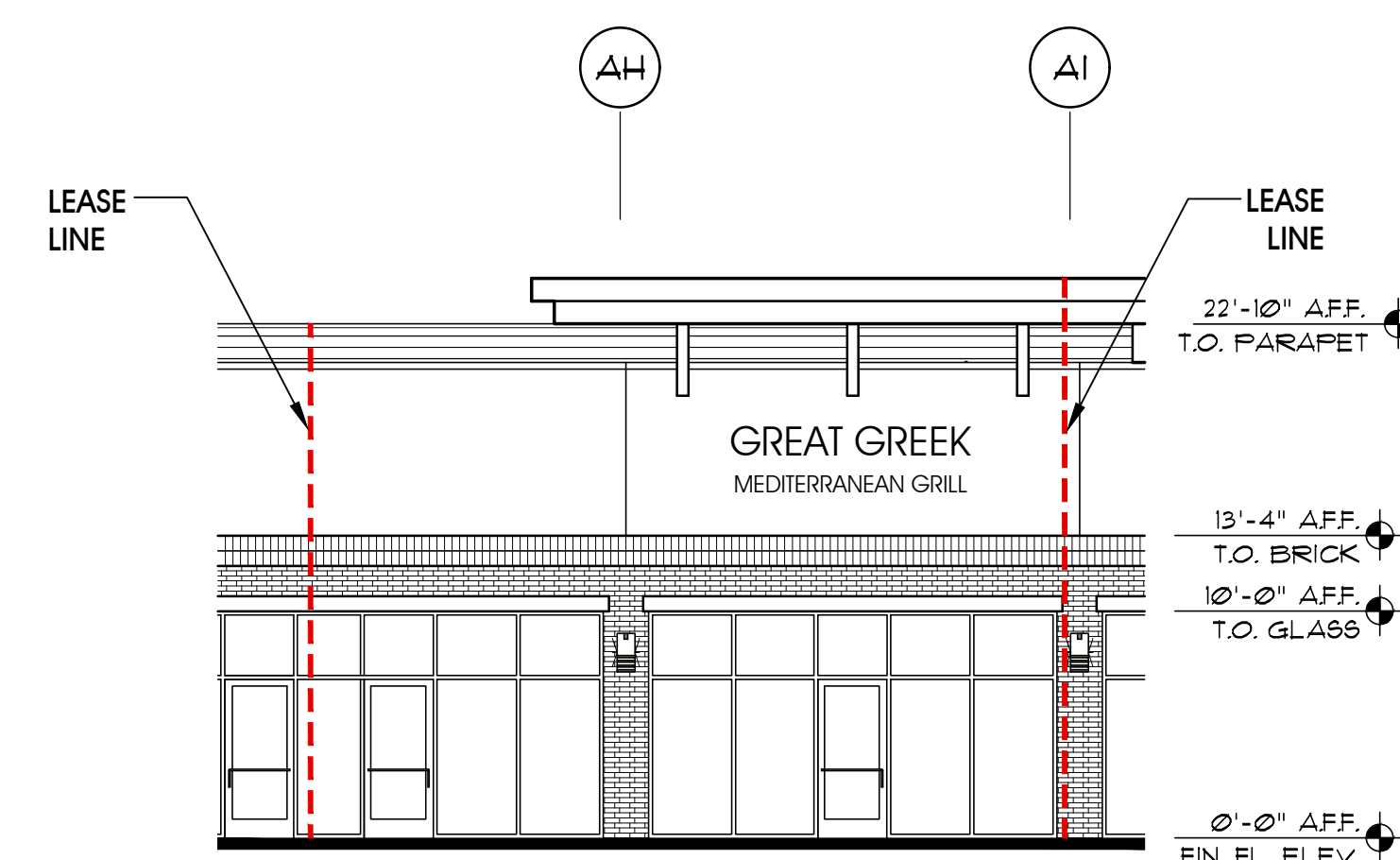
OUTPARCEL C / SHOP 1 FLOOR PLAN

SCALE: 1/8" = 1'-0"



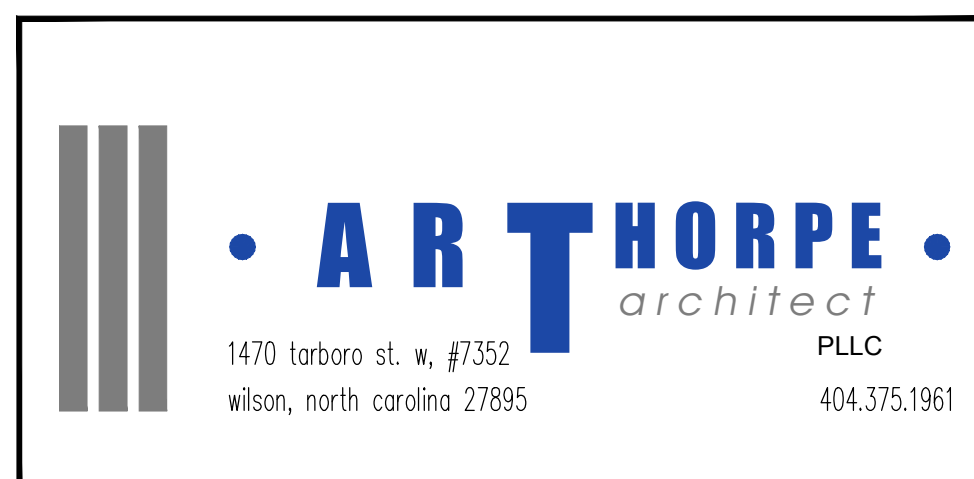
OUTPARCEL C / SHOP 1 REAR ELEVATION

SCALE: 1/8" = 1'-0"



OUTPARCEL C / SHOP 1 FRONT ELEVATION

SCALE: 1/8" = 1'-0"



STEELE CREEK LANDING
CHARLOTTE, NORTH CAROLINA

DRAWING PREPARED JULY 29, 2022

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Customer Review

The Great Greek Mediterranean Grill Customer Reviews

Florida

Lake Nona

Staff were friendly. The gyros were fresh and tasty. There is wide selection on the menu but for a first visit I decided to go with a classic gyro. Definitely get the baklava ice cream for dessert! (Lake Nona)

I fell in love with this place! It was so customizable, fresh & delicious! They have vegan options available which made me happy and the staff was so friendly. I would totally come back here again!"

West Palm Beach

Yumo! This is our second time to this location and every time we go there the place is clean the people are friendly food comes out quickly and it taste delicious let alone very affordable.

Delicious food friendly staff.

The Greek salad was very good and the humus with pita was very delicious

Great service, great food, and great prices. The food was very fresh. All the veggies were crisp and the pitas tasted like they were freshly baked.

Even the kids chicken fingers came with a small salad. I will definitely go back.

The whole experience was wonderful. Large portions, tasty food, price & service. If you like the true taste of Greece this is a must.

Port St. Lucie

We did not know what to expect but was surprised at the service and the food. We both had the gyros with fries and it was plenty of food. I will try the lamb chops next time; they did look good.

If you are looking for a quick casual meal this place is very good. The

food and the staff were both great.

We love this spot. It's not fancy, but the food is great and won't break the bank. Anything we have ordered -- from gyros to Greek Salad -- has been delicious and is always served with a smile. Give it a try!

Orlando Skyhouse

Had the great Greek gyro with grilled chicken. The pita was soft, the chicken was moist and tender, the tomatoes were fresh and the red onion diced up to the right size with an almost crunch that brought that extra zest of flavor. The Tzatziki brought it all together in a blend that was very balanced. Added the Feta fries and it made for a solid lunch. Staff was very warm and welcoming as well. Would have taken a picture of the food, but dove in and didn't stop eating once the food arrived.

I love this place. Let's start off by saying- it's very clean restaurant, inside and out.- the staff is kind, knowledgeable and personable- parking

My son and husband went with me to lunch one day, and we were glad that we did. The gyros were excellent, the Greek salad nearly incomparable. Very safe environment during the Coronavirus! Staff did a great job with distancing , masks, and service.

is tough but you can always park in the sky house apt garage- Hummus and bread - so smooth and fresh with hints of garlic- Lamb Skewer - made to order, soo many flavors tender and juicy5/5 will return!!!

Great presentation of the gyro. Not sloppily thrown together like a few other places ive been in central Florida. Fast and accurate service, and the taste is exactly what it should be. It's my first time and i definitely am adding this place to my go-to list.

Winter Garden

Great food and service! This place is always slammed when I get my to go order, but the food and service is always spot on and consistent. Cant pick a favorite..... salmon, steak tips are my to go, also the rice bowl with a protein. Food is fresh and great when you don't want to cook and don't want to consume fast food. Repeat customer for life Customer service is always great and prompt, very pleasant hard working staff!

very nice place, honest price and the food is excellent! Despite not having service at the tables, the servers are very polite and attentive.

This is the second time that I have eaten here and it's delicious. I went here with my fiancé for lunch. The gyro is really loaded and we got the great Greek Gyro which also includes feta cheese. My fiancé and I eat got a beer, an order of Greek fries, and a great Greek Gyro. We tried a pilsner and a lager. It was the first time that either of us had a Greek beer and they had a sharp bite at the end so they weren't our favorites. The Greek fries were AMAZING! They're crispy, flavorful, cheesy, and hot. The employees are friendly and the food is delivered quickly. I would recommend this restaurant if you like Greek food.

Do you like Greek food? I love Greek food! This place was amazing. Went with my gal pals while on a weekend trip in Orlando. The food was

made fresh so it did take a little bit for our food to be ready and the portion size was quite large. We enjoyed the gyros and chicken souvlaki. It's a little on the pricier end but... It's worth it! 10/10 recommend!

South Carolina

Charleston

I am so impressed with this cafe! We enjoyed a Mezze Plate and a Falafel in a pita along with Dolmides (stuffed grape leaves) . We expected to have the standard fare- pre made dips, etc and what we got was absolutely delicious, fresh made, chef quality food. Prices are very reasonable and quality is super. The cafe was very clean, service was friendly and prompt and the plates were attractively arranged. The quality of the food far exceeds "fast food". Portions are appropriate to pricing and variety of offerings mean everyone can find something they like.

We just had delivery from The Great Greek and we all loved our meals. If the gyros and chicken kabobs were this good with delivery, I imagine they would be fantastic fresh to table. Good, fresh food- hummus, falafel, salads! Well done, thanks.

My wife and I stopped in for lunch. We each had Greek Salads...mine with gyro meat and my wife with falafel. The salads each came with pita bread and tzatziki sauce on the side. With a soft drink, the total was less than \$25 and the salads were substantial. The service was excellent and friendly and the menu was varied enough that i am confident everyone will find something tasty to order.

This new Greek restaurant is both welcoming and delicious. A welcome addition to Legacy Place, there is a nice though not extensive variety of Greek options. All are prepared well. Service is with a big smile.

Mt Pleasant

One of the best gyro's ive had!! I missed eating them and enjoyed one

from the northwest location near my house, definitely coming back!!

I just ordered this soup and I can't agree more with others. This soup is fantastic. I had a favorite before, but I think this one just moved to the top of my list! So good and hot just like I like my food!

food was amazing, chicken was fresh and tasty will come back again!

Best Greek food ever! The portions are huge, and the food is always super fresh and delicious. Highly recommend!

Virginia

Falls Church

It was amazing and I've tasted several Greek restaurants but none compare to the ones from this restaurant!

This place is AMAZING!

Amazing taste and service! The food is always so delicious and fresh always hot when receiving it! The employees are very welcoming and hospitable! 10/10 on every aspect for this place!

Texas

Friendswood

My wife and I always come here for a quick bite. The gyros are absolutely delicious and everything tastes, and is 100% fresh.

Food was excellent. Blake was all over. Greeted us. Took our order. Made a great suggestion (Tirolafteri) Cleared plates in entire dining room. Great service BLAKE!!

This place doesn't miss. My favorite is the rice pilaf bowl with medium rare lamb (no tomatoes). My family and I order from here at least 1 or 2 times a week

San Antonio

This was our 1st time visiting and won't be our last. The service was great and the food tasted delicious. I appreciate that they offered tables,

booths and also outdoor seating. We'll definitely be back soon!

I had a gyro and feta fries, and it was really good.

Awesome soda fountain, good sweet and unsweetened tea.

The inside is nice too.

The place

promotes hienz ketchup but use off brand... not impressed by that.

I'd go

back here for a gyro though!

All of the food was terrific. The gyros were great, both chicken and lamb. Souvlaki was excellent and salads fresh. The pita bread is so soft I couldn't stop eating it. We sat outside and it was a little breezy but comfortable with a nice view. Definitely a place to try if you like Greek food. Oh yeah, the feta fries!!

The Colony

Great job. Please keep up the good work!!!

Soooo good! I can't believe the portions that they give! We ordered extra taziki not realizing every meal comes with pita and taziki. We literally have pita bread for the full summer !! The Greek salad was great and so was everything else. All 6 of us enjoyed our meal! We easily ordered online and the order was ready by the time it said it would be on the website. All in all great experience!!!

What a great Greek restaurant. The service is great and fast!

Ohio

Middleburg Heights

Ordered take out. Easy handoff- but the feta fries?! That's the real star. Even to-go they were amazing. Love the food quality here.

Delicious! Very clean and has outside seating.

The staff is ALWAYS kind and friendly. Food is phenomenal every-time I have been here. I have tried everything on the menu and it never fails to amaze me. I would highly recommend them 1000 times over.

Nice new casual dining restaurant in Tradition. Had the lamb souvlaki,

feta fries with an order of baklava for desert and I would recommend them all.

New Jersey

Florham Park

I have love this place. Beautiful staff and clean facilities. And the food is top notch.

I have worked for various Greek places over the years, and I can honestly say this is the best Greek food I've ever had

The food here is delicious. I've gotten the lamb beef gyro and feta fries, both delish.

Nevada

Nellis

We love it here. We eat here at least twice a week. Great food, amazing staff and the cookies on the bottom row are my weakness! Fabulous addition to Tradition!!

Great restaurant find in Tradition! Staff is warm and welcoming and very willing to explain the food options.

Gyro and Feta Fries and a Small Greek Salad. Yum!

Love this place! Weekly coupons are the bomb. Good food, great service

and amazing prices. We keep coming and bringing new customers.

St Rose Parkway

Adorable in every way. A local restaurant where everything is made in house.

I have been here multiple times and have never been disappointed. The food is delicious.

We went there for the first time about 2 weeks ago and really enjoyed it all. The food was really good and the service was excellent.



Market Analysis

Charlotte Market Analysis

Charlotte is recognized worldwide as a hub for company headquarters particularly in the finance, technology and health care industries, and a destination for arts, culture and sports.

The City of Charlotte Economic Development Department's mission is to establish the city as the ideal place to live and do business by creating opportunities for equitable business growth and innovation, job creation, talent development and strategic investments in communities.

Charlotte is the most populous city in the U.S. state of North Carolina. Located in the Piedmont region, it is the county seat of Mecklenburg County. The population was 874,579 as of the 2020 census, making Charlotte the 16th-most populous city in the U.S., the seventh most populous city in the South, and the second most populous city in the Southeast behind Jacksonville, Florida. The city is the cultural, economic, and transportation center of the Charlotte metropolitan area, whose 2020 population of 2,660,329 ranked 22nd in the U.S. Metrolina is part of a sixteen-county market region or combined statistical area with a 2020 census-estimated population of 2,846,550.

Charlotte is the second-largest banking center in the United States, after New York City. The nation's second largest financial institution by total assets, Bank of America, calls the city home. It is also home to the nation's sixth largest financial institution, Truist, formed from the merger of BB&T and SunTrust in 2019. The city was also the former corporate home of Wachovia until its 2008 acquisition by Wells Fargo; Wells Fargo integrated legacy Wachovia, with the two banks fully merged at the end of 2011, which included transitioning all of the Wachovia branches in the

Carolinas to Wells Fargo branches by October 2011. Since then, Charlotte has become the regional headquarters for East Coast operations of Wells Fargo, which is headquartered in San Francisco, California. Charlotte also serves as the headquarters for Wells Fargo's capital markets activities. Bank of America's headquarters, along with other regional banking and financial services companies, are located primarily in the Uptown central

business district. Microsoft and Centene Corporation also operate their East Coast headquarters in Charlotte.

In November 2018, Honeywell moved its corporate headquarters to Charlotte. In June 2019, Lowe's announced it will be building its Lowe's Global Technology Center worth \$153 million, which is set to be complete in 2021 and will be headquartered in South End neighborhood in Charlotte. In 2019, Dole Food Company relocated its headquarters to Charlotte from California and expanded its presence in Charlotte with its merger with Ireland-based Total Produce in February 2021.[148] On May 25, 2021, it was announced that Charlotte would become the East Coast headquarters of Credit Karma. Cedar Fair's corporate office is located in southwest Charlotte. On September 20, 2022, the Atlantic Coast Conference (ACC) announced it will be relocating its headquarters from nearby Greensboro to Charlotte in 2023.

Charlotte's culinary scene is booming. While Southern food and barbecue are still favorites, the overall food scene is becoming bigger than ever. You can literally taste the world in Charlotte restaurants, probably because it's one of the fastest-growing cities in the country.

It has become a melting pot that makes it a place that doesn't feel hard to come and put down roots. This cultural melting pot is reinforced by a multitude of restaurants in downtown Charlotte.

The city has diverse new neighborhoods with plenty of great Charlotte restaurants to try, breweries to visit, and events that attract people worldwide.

It still has that old-fashioned charm, but there's definitely something exciting and modern happening. It has become a destination for active

people due to thirty-seven miles of greenway trails for hiking and mountain biking.

Paddleboarders and kayakers are drawn to the various rivers and lakes, including Lake Norman. The 1,300 acre U.S. National White Water Center attracts thrill-seekers and nature lovers with over thirty outdoor activities, including white water rafting, zip-lining, and events throughout the year.

It is a cultural city with performing and visual arts. There are neighborhoods like NoDa dedicated to muralists and music or museums for design

enthusiasts who visit the Mint or the NASCAR Hall of Fame for stock car fans.

Must-Try Restaurants in Charlotte NC

Noble Smoke

Jim Noble grew up with barbecue and loved it since he was a kid in High Point, North Carolina. His dad sold furniture, traveling around tasting amazing BBQ around the state, and sharing his experiences.

Young Jim's appreciation for hamburgers and Lexington BBQ was so good, it never left his memory. He learned how to cook French cuisine from Julia Child's *Mastering the Art of French Cooking* on PBS and wanted to be a chef.

He paired wine and food in Napa, cooked with wood for close to thirty years, and experienced an "aha" moment when he tasted mind-blowing brisket in Texas.

Leah & Louise

Two-time James Beard-nominated Chef Greg Collier and his business partner and wife, Subrina Collier, created Leah & Louise, a modern "juke joint." It's their second restaurant concept in Charlotte, in their new Camp North End location.

This must-try Charlotte restaurant is a modern interpretation of food they grew up on, classics that honor the Mississippi River Valley foodways (Memphis, Arkansas, Tennessee, Louisiana, and Alabama).

Smelly Cat

Smelly Cat Coffee House began in 1999 in the middle of a mill neighborhood in the North Davidson area of Charlotte. The quirky name and funky design drew customers, and a loyal following began.

As the business changed hands over the years, it became more community-minded. Since 2006, its current owner, Cathy Tuman, has continued to pursue community support, kept the quirkiness, but added a dedication to being the best coffee house in all of Charlotte.

US National White Water Center

The US National White Water Center has been operating in Charlotte, North Carolina, since 2001. Its mission is to bring people together outdoors to enjoy different recreational activities.

Additionally, the center hosts outdoor competitions, events, and festivals on their 1,300-acre campus year-round. The community can observe or participate depending on what the qualifier entails and enjoy any festivals or events.

There is a goal to increase the size of the protected acreage over time to provide even more outdoor enjoyment. There are over thirty different activities, such as white water rafting, white water and flatwater kayaking, high ropes courses, zip-lining, fifty miles of mountain biking, hiking and running trails, and all kinds of climbing experiences.

Fin & Fino

Fin and Fino is an absolutely stunning Charlotte seafood restaurant near the museums and the Knight Theater along Levine Avenue of the Arts. With a gorgeous bar and one of the best wine and craft cocktail menus anywhere, you can have incredible seafood and a guaranteed fun evening any day of the week.

As an oyster lover, I was thrilled when I discovered that Fin and Fino has one of Charlotte's freshest oyster selections. They source sustainable fish and shellfish that are delivered daily.

Mediterranean Restaurants in Charlotte

1. Le Kebab Grill
2. Jasmine Grill
3. Llios Noche
4. The Mad Greek
5. YAFO Kitchen
6. Greco Fresh Grill
7. The Little Village Grill

Project Management

Development, Design and Construction Process

Responsibility: East West

Development, Design and Construction Process

The following is a detailed description of the sequential components of the development management process for each location within each city that will be undertaken in phases based upon mutual acceptance of the Business Plan and closing of project funding.

- ◆ Project definition
- ◆ Conceptual design
- ◆ Design development
- ◆ Construction documents
- ◆ Procurement
- ◆ Construction
- ◆ Project close-out

Project Definition

Develop Project delivery strategy. Analyze Project requirements for function, quality, cost, and time. Evaluate operational and legal constraints. Recommend a design and construction strategy that best addresses all of these issues.

Program development. Develop functional requirements for the Project, incorporating any applicable user groups.

Develop a Project budget. Prepare a detailed Project budget. Clearly identify all categories of cost. Include construction cost, land cost, legal fees, consultant fees, building permits, testing laboratories, furnishings, fixtures, equipment, landscaping, and project management fees.

Document Project organization and procedures. Develop organization charts for project development entity, architect, consultants and contractors. Prepare a Project directory with names, addresses and responsibilities of all individuals and organizations associated with the Project. Document procedures for decisions, communications, distribution of reports, billings, etc.

Manage selection of consultants. Develop selection procedures. Receive and evaluate written proposals and conduct interviews in order to select architects, engineers and other consultants. Negotiate all applicable contracts.

Identify appropriate building systems. Select alternate building systems appropriate for the Project. Review function, price, and relevant construction practices to determine compatibility and the cost effectiveness.

Prepare preliminary cost estimate based on historical models. Establish a preliminary budget for each Project, based on a statistical analysis of completed Projects adjusted for current conditions.

Develop cost models. Develop budgets for each major building system and other elements of construction. Compare these cost models with design estimates as each Project progresses.

Develop master schedule. Prepare master schedules for each project showing duration, responsibility and precedence for major activities. Establish the duration of each Project and identify the most critical activities. Update and expand the level of detail as each Project progresses.

Develop decision tracking system. Identify, monitor and report on the status of key decisions and issues which influence the progress of each Project.

Develop Project control system. Identify and define the control system (Information technology) which will be used as a tool to communicate, monitor, and control Project costs, schedule, and quality.

Conceptual Design

Implement on phased construction techniques. Establish a division of work into separate contracts to permit phasing. Consider such factors as construction durations, construction document preparation, long-lead-time materials and equipment, labor availability, trade jurisdictions, and interface problems between contractors.

Establish and monitor detailed design schedule. Expand each project design schedule indicating milestones for each phase. Monitor and report on progress and problems.

Develop preliminary procurement schedules. Prepare project schedules for the bidding or negotiation of construction contracts. Develop schedules for the bidding, shop drawings, fabrication and delivery of direct-purchased equipment.

Develop design phase schedule. Produce detailed schedules of activities for each of the design phases. Include both graphic and numeric reports.

Prepare final budget. Establish final budgets for all categories of work. This will become the basis for all financial reporting as each Project progresses.

Initiate Project accounting reports. Based on each final budget, initiate reporting systems which includes detailed budget categories for consultant fees, construction costs, developer costs, contingencies and reserves. Produce monthly Project accounting reports to compare each budget to current estimates, contractual obligations, changes and anticipated changes.

Estimate alternate building systems. Estimate the cost of alternate building systems in order to finalize selections prior to design development.

Estimate design concepts and compare to cost models. Estimate conceptual design in progress and compare to preliminary cost models.

Identify value engineering and life-cycle cost study areas. Identify areas for value engineering study as the design of each project progresses. Energy, maintenance and operational considerations dictate, perform life-cycle costing studies to evaluate the most cost effective systems.

Report on escalation changes. Monitor the rate of inflation for labor, materials and equipment. Update unit costs accordingly.

Identify interested contractors and suppliers. Investigate and prequalify contractors and manufacturers interested in bidding the work. Review plans with them and promote their interest in each Project.

Design Development

Monitor the design development schedule. Review the preparation of bid documents and compare to schedules developed during the conceptual design phase. Report on activities which are on or behind schedule. Recommend corrective action as required.

Review plans and specifications for technical accuracy and coordination. Review plans and specifications as they are being developed. Check construction feasibility and coordination of all design disciplines. Advise on contract provisions for controlling construction schedules. Advise on special and general conditions sections of specifications for each project.

Conduct value engineering review of design development. Conduct a multi-disciplinary value engineering review to evaluate alternatives for building systems that are not within budget.

Report on escalation changes. Monitor the rate of inflation in the construction industry and update cost Projections accordingly.

Estimate final design development. Prepare a construction cost estimate for all building and site development in categories comparable to previously developed cost models and budgets.

Compare design development to cost models. As drawings progress, compare estimates to cost models and budgets by category.

Update Project accounting reports. Prepare current Project accounting reports. Include Project cost summaries and detailed cost status reports.

Identify long-lead delivery items for early purchasing. Identify materials and equipment which require long delivery times and are critical to the progress of the work. Develop a strategy for purchasing these items directly and later assigning them to a contractor.

Identify interested contractors and suppliers. Maintain contracts developed during conceptual design phase. Continue to promote interest in each Project.

Construction Documents

Establish final procurement strategies. Finalize Project strategies considered during the conceptual design stage. Finalize all bid packages and phasing techniques.

Review plans and specifications for technical accuracy and coordination. Review plans and specifications as they are being developed. Check construction feasibility and coordination of all design disciplines. Advise on contract provisions for controlling construction schedules. Advise on special and general conditions sections of the specifications.

Recommend contract provisions. Prepare contract provisions for inclusion in the construction specifications. Require performance by the contractors to support quality, cost and schedule objectives.

Prepare bidding documents. Advise on general conditions and develop bid forms for all bid packages.

Bid long-lead-time materials and equipment. Organize and manage the bidding of long-lead-time materials and equipment. Prepare bid forms and distribute bidding packages. Review and analyze bids.

Update master schedule. Update the master schedule to reflect the current Project plan. Prepare

both graphic and numeric reports. Distribute to all members of the Project team.

Establish and monitor detailed construction document schedules. Update, expand, and review schedules which identify individual areas of responsibility for the preparation of construction documents. Monitor and report on progress.

Establish submittal procedures. Document all procedures required for the submittal of materials, samples and shop drawings. Develop and maintain schedules and logs.

Report on escalation changes. Monitor the inflation rate in the construction industry and update cost Projections accordingly.

Compare current design to cost models. As working drawings proceed, compare current estimates to cost models. Recommend modifications as required.

Estimate final construction documents. Prepare detailed cost estimates of final construction documents. Display cost information in categories that can be compared to budgets, cost models and bid results.

Update Project accounting reports. Prepare current Project accounting reports. Include Project cost summaries and detailed cost status reports.

Identify interested contractors and suppliers. Maintain contacts developed during the design development phase. Continue to promote interest in each Project.

Procurement

Conduct pre-bid conferences. Organize and direct conferences prior to the receipt of bids. Include all bidding contractors, the consultants and project management staff.

Manage issuance of addenda. Work with the architects and engineers in the preparation of addenda to the construction documents, and issue all addenda to qualified bidders.

Receive bids. Secure and evaluate bids and recommendations on award of contracts.

Negotiate contracts. Where elements of work are not competitively bid, negotiate to establish a fair and equitable price for the work to be accomplished.

Construction

Conduct preconstruction conference. Organize and direct a preconstruction meeting contractors and development consultants. Establish Project organization, lines of authority and Project procedures.

Engage and maintain on-site staff. Manage a field staff to administer the work of the construction contractors. Inspect the work for conformance with plans and specifications.

Manage testing agencies. Select independent testing agencies. Coordinate their work, review their reports and make recommendations regarding their findings.

Prepare detailed construction schedules. Develop construction schedule outlining start and finish dates for procurement and construction activities. Establish major milestones for each segment of the work.

Monitor progress of the work. Review contractors construction schedules. Observe construction progress and report deviations from the schedule which will jeopardize job progress. Work with contractors to develop recovery plans.

Control construction quality. Review capabilities of proposed subcontractors and evaluate their suitability. Evaluate proposed procedures and equipment prior to use. Observe work in progress and report defects and deficiencies.

Maintain jobsite records. Maintain a current record of contracts, drawings and specifications; inventory handbooks, technical standards and operating manuals; log shop drawings and samples; and file correspondence, directives and meeting minutes.

Process pay requests. Develop and implement a procedure for the review and processing of contractor applications for payment. Review contractor's schedule of values for use in processing payments.

Recommend changes in the work. Make recommendations for changes in the work which are dictated by field conditions or will save time or money or improve quality.

Maintain Project accounting system. Maintain an accurate, up-to-date construction cost accounting system. Include costs of contracts, direct purchased materials and other appropriate items. Make revisions to incorporate approved changes as they occur.

Process change orders. Develop and implement a system for the preparation, review and processing of change orders. Estimate the cost of all change orders and negotiate with contractors.

Coordinate processing of shop drawings. Monitor submittals and expedite approvals of shop drawings. Maintain logs and sets of documents.

Conduct regular job meetings. Schedule and conduct regular meetings at the job site. Include all client and contractor representatives and appropriate consultants. Discuss job progress. Track and record decisions.

Assist in claims defense. Support the client in the defense and resolution of claims related to the Project. Assemble and analyze data.

Prepare field reports. Maintain daily job site reports. Record weather, numbers of workmen, equipment in use, general activities and special occurrences. Prepare monthly status reports which record the progress of the work and comment on quality, cost and time issues.

Monitor safety plans. Review the safety plans developed by each of the contractors. Make recommendations and monitor the adherence to such Projects.

Manage insurance process. Manage the processing of insurance claims, payments and rebates.

Arrange for photographic record of each Project. Arrange for sequenced video coverage or monthly photographs of the work in progress.

Project Close-out

Develop close-out schedule. Produce a detail schedule of close-out activities. Include punch lists, equipment testing, start-up procedures and occupancy.

Assemble operating manuals and warranties. Collect and catalogue all procedures manuals and instructions for the operation of mechanical, plumbing, electrical and special equipment. Collect all warranties.

Coordinate acceptance inspections. Schedule and direct inspections to develop punch lists. Establish substantial and final completion dates.

Close out construction contracts. Work with each contractor to monitor the completion of punch list items and to finalize all outstanding changes in their scope of work. Verify the payment of retainers.

Coordinate systems testing projects. Organize and manage the testing of mechanical, plumbing, electrical and special building systems.

Implement start-up procedures. Plan and monitor the start-up and adjustment of all building systems.

Coordinate occupancy. Work with the client to schedule the installation of furnishings, fixtures and equipment as well as phasing the relocation of personnel.

Participate in management of warranty work. Work to ensure that the contractors honor their warranty responsibilities in a timely manner.

Franchise Agreement Summary

Summary and Key Points of “The Great Greek Mediterranean Grill” Franchise Disclosure Document

General Information:

“Great Greek Franchising, LLC” and “The Great Greek Mediterranean Grill” (both Florida limited liability companies) principal business address is 2121 Vista Parkway, West Palm Beach, Florida 33411. They are owned by UFG Holdings Group, LLC (a Florida limited liability company) and TGG Partners, LLC (a Nevada limited liability company) with addresses located at 2121 Vista Parkway, West Palm Beach, Florida 33411 and 10655 Park Run Dr., Suite 130, Las Vegas, Nevada 89144, respectively. UFG Holdings Group, LLC is intimately familiar with the franchising business, as they are the owners of ten franchise businesses with over 1600 locations across the globe. “Great Greek Franchising, LLC” sole business activity relates to the franchising of “The Great Greek Mediterranean Grill.” In this document, the “Franchisor” refers to Great Greek Franchising, LLC, while “we,” “us,” “our,” & “franchisee” refer to East West Investments USA.

“The Great Greek Mediterranean Grill” has competition limited to restaurants and food service businesses. These franchises are subject to all applicable federal, state, county, or local laws and agency regulations which could include aspects of operations such as food preparation safety, emissions from business, indoor air quality, food/menu labeling, disclosure of caloric/nutritional value, and licensing/permitting.

On April 30th, 2020, UFG Corp. reported that there were 5 franchised locations operating. At the end of their fiscal year, April 29th, 2021, UFG Corp. reported that there were 11 locations that were open and operating, meaning that 6 opened during the UFG Corp. fiscal year. In the period from April 30th, 2020 to April 29th, 2021, UFG Corp. reported \$469,314 as royalty revenue (6% of franchised locations’ gross revenue) from these locations. This means that across these 11 locations, gross revenues totaled \$7,821,900 ($\$469,314 / .06$). Gross revenues (defined by UFG Corp.) refer to total sales minus sales tax and unused gift card balances.

Obligations & Milestones:

Here are the obligations of East West Investments USA, which are contingent on reaching specific milestones:

Pre-Operations Obligations:

Initial Franchise Fees

- Upon signing a "Deposit Receipt" (aka "binder"), we are required to pay a \$9,500 deposit to the franchisor that is fully refundable if we choose not to open a The Great Greek Mediterranean Grill franchise.
- When the "Franchise Agreement" is signed by us, we are required to pay \$39,500 and the binder/deposit receipt will be applied to the balance. This means we are required to pay an additional \$30,000 to the franchisor.

Raleigh/Durham (NC), Inland Empire (CA), & Miami (FL)

- o Under a "Multi-Unit Development Agreement" (MUDA): A \$39,500 initial franchise fee must be paid for 1st restaurant within the MUDA, and \$29,500 for the remaining restaurants within the MUDA. A \$20,000 deposit is required after the initial location's franchise fee is paid on the first location and will be applied to the next location's initial franchise fee. We must sign a franchise agreement and pay the \$29,500 (less \$20,000 deposit) within five days of signing a lease or acquiring a restaurant's premise.

Restaurant Package: (\$163,520 total), includes equipment, coolers, furniture, Point of Sale System (POS), Digital Menu Board System, Dining Area Furniture, small wares, interior trade dress, sound system, management computes, outdoor sign, uniforms, grand opening marketing and promotional package for a 2000 sqft location.

- Deposit of \$12,500 must be paid upon execution of the franchise agreement/MUDA
- Second Payment of \$37,500 must be paid within 10 days of signing a lease for a TGG location
- Remainder of the Balance Due at the earlier of (1) construction permits approval or (2) upon funding of the construction loan

Real Estate Service Charge: (\$0-\$3,500, provided by Franchise Real Estate) site selection & lease negotiation assistance

- Due to UFG Corp. before opening of location

Design & Project Management Fee: (\$10,000) assistance in managing the construction or remodeling and finishing of the location for your business

- Due upon execution of a Franchise agreement/MUDA

Initial Training Fee: (\$500 plus living expenses for employee)

- Included in Franchise Fee: Level 1 Training for 2 people (includes airfare/lodging/one meal per day for 1 person training)
- Not Included: Level 2 Training (\$500/person) & travel/living expenses during Level 2 training

Opening Assistance: To be able to get opening assistance, franchisee must have a “Certificate of Occupancy” and pass county/city initial “health inspection.”

- Fee may be applied if travel is booked within 14-days’ notice of the Restaurant completing all inspections

Grand Opening Advertising and Promotion: Franchisee is required to spend at least \$20,000 on a marketing program that happens 30-120 days prior to opening. UFG Corp. provides marketing/advertising advice/consultation prior to the promotions start.

Obligations during Operations: Compliance with Law and TGG Manual/System Operating Procedures

- Within the 1st 120 days of operation, Franchisee must supply a report detailing the Franchisee’s investments costs to develop and open the business to the Franchisor
- Royalty: 6% of Gross Revenues (payable every week)
- Marketing/Brand Fund Contribution: 3% of Gross Revenues (payable every week)
- Local Marketing: 1% of Gross Revenues must be spent on marketing/advertising in the local market
- Customer Complaint Resolution: Franchisor will solve customer complaints and charge franchisee actual expenses for remediation
- Quarterly Financial Statements and Annual Tax Returns must be provided to Franchisor by Franchisee
- If any problems arise and UFG Corp. must resolve them, Franchisee must pay back actual costs plus a 10% administrative fee

Insurance Requirements:

- (i) comprehensive general liability policy with a minimum combined single limit covering bodily injury, property damage and products, and completed operations of \$1,000,000;
- (ii) all-risk property insurance including fire, vandalism, theft, burglary and extended coverage with primary and excess limits of at least 80% replacement value of the Business and its inventory, equipment and fixtures;
- (iii) Employment Practices Liability Insurance with a combined single limit of at least \$500,000 including full prior acts coverage, third party coverage and Fair Labor Standard Acts coverage;
- (iv) if the Business serves alcoholic beverages, separate coverage for liquor liability (commonly referred to as Dram Shop Liability) with limits of not less than \$1,000,000 single limit per occurrence and \$2,000,000 aggregate limit;(v) Hired and Non-owned Auto Insurance (“HNOA Insurance”) with limits of not less than \$500,000 single limit per occurrence and \$1,000,000 aggregate limit;
- (vi) all insurance required by applicable law, including workers’ compensation and disability (limits may vary according to geographical location). If the applicable laws in Franchisee’s state do not require the owners of the Business to be covered by worker’s compensation insurance, Franchisee shall elect coverage for himself or herself.

Corporate Assurances:

UFG Corporation provides real estate/location assistance through its affiliate, "Franchise Real Estate," which provides consultation/analysis of the following aspects: demographics, site selection, lease negotiation, construction management, location design and layout, and assistance with obtaining building renovation costs.

UFG Corp. provides project management services to ensure that the design and construction process happens in a coordinated manner to ensure efficiency and quality.

UFG Corp. provides fit-out assistance and installation in-store to fully vet all products and systems listed in Schedule A.

UFG Corp. provides "Pre-Opening" assistance which includes Level 1 training at Corporate Headquarters, advisory/consulting role during design/construction, having a UFG Corp. executive oversee the first five days of operation, providing an operations manual (including standard policies/procedures & instruction on how to run the business efficiently across all business aspects).

UFG Corp. provides "Post-Opening" assistance which includes proactive notification of any alterations/improvements to the system, bulletins on sales and service methods, marketing development and techniques, and/or business and operating procedures, & offer advice regarding franchisee's equipment, computer hardware/software, & food service processes.

UFG Corp. executives are obligated to visit every location periodically and provide advice/feedback on how to make operations more efficient and improve customer experiences. Advice and guidance will be given with respect to: methods and procedures for the purchase, storage, display, preparation and sale of approved products and the supply of approved services; New and additional products and services as Great Greek Franchising may approve, from time to time, to be used or offered for sale by the Business; The purchase, operation, maintenance and use of equipment, displays, uniforms, materials and supplies; Implementation of advertising and promotional programs approved by Great Greek Franchising; Establishment and implementation of administrative, bookkeeping, accounting, inventory control and general operating procedures for the operation of the Business; Prices to be charged for menu items sold in the Business; and The operation, cleanliness and efficiency of the Business.

UFG Corp. will provide additional marketing/advertising services using the "Brand Marketing/Advertising Contributions" and will spend them specifically for each respective location.

UFG Corp. will maintain a website that includes loyalty/rewards/promotional programs to increase brand awareness.

UFG Corp. provides policies on how to operate accounting/bookkeeping systems accurately and in accordance with GAAP.

UFG Corp. provides the franchisee with a list of other franchisees to contact for advice based on their experience opening a TGG location.

UFG Corp. provides an in-depth checklist and preferred timeline of all things that are required to be submitted prior to opening to ensure a cohesive and stable opening.

Assignment, Default, Dispute Resolution, Indemnification, Termination, Transfers

Assignment

Default & Termination: Article 14

Dispute Resolution – All breaches/issues must be brought up within one year of their occurrence.

- Option for Non-Binding Mediation: If the option for mediation is exercised, participation by both parties is mandatory and shall execute a confidentiality agreement regarding all aspects of mediation. Mediation will be brought to the American Arbitration Association under Commercial Mediation Procedures. The fee for the mediator shall be split equally by both parties and shall take place in the state of the franchisee's principal location of business.
 - o Limitations: Neither party can pursue litigation until after mediation has been completed. The franchisor is not subject to mediation if the franchisee is over 45 days late on any payment owed to the franchisor or mediation related to indemnification or insurance requirements
- Arbitration: Arbitration shall occur in accordance with the American Arbitration Association under Commercial Mediation Procedures. Judgment upon the award of the arbitrator may be entered in any court having jurisdiction thereof.
- Damages: Franchisor and Franchisee agree to waive any punitive or monetary damages not measured by the prevailing party, unless authorized by federal law. The franchisee shall be held liable for the "lost future income" from royalty feeds upon termination due to default.
- Legal Costs: Non-prevailing party shall pay the legal proceeding fees of the prevailing party.

Indemnification – Article 16

Termination –

Transfer – Article 15

Transfer By Franchisee or upon Death/Incapacity to Run Business: Franchisee must give the franchisor 60 day notice of the proposed transfer, Franchisor has the right to purchase assets in the proposed transfer at the same price as the potential assignee within 30 days of receipt.

Franchisor may impose these conditions for transfer:

- (a) Great Greek Franchising receives a transfer fee equal to \$24,500 or ten percent (10%) of the selling price of the business (whichever is greater) or the then-current transfer fee as established by Great Greek Franchising at the time of transfer;
- (b) the proposed assignee has completed Great Greek Franchising's franchise application processes, met Great Greek Franchising's then-applicable standards for new franchisees, and been approved by Great Greek Franchising as a franchisee;
- (c) the proposed assignee is not a Competitor;
- (d) the proposed assignee executes Great Greek Franchising's then-current form of franchise agreement, which form may contain materially different provisions;

- (e) Franchisee has paid all monetary obligations to Great Greek Franchising in full, and Franchisee is not otherwise in default or breach of this Agreement;
- (f) the proposed assignee and its owners and employees undergo such training as Great Greek Franchising may require;
- (g) Franchisee must turn over to Great Greek Franchising all digital assets, including, but not limited to, all digitally-stored content (such as images, photos, videos and text files), whether stored locally at the Business or accessible via the internet, the cloud, or another digital storage device (such as a USB drive or zip drive) or stored with a third-party digital-storage provider (such as OneDrive or Dropbox); and all user names and passwords for any and all email accounts, social networking websites (such as Facebook®, Twitter®, LinkedIn®, Google+®, YouTube®, Pinterest®, Instagram®, Tumblr®, Flickr®, Reddit®, Snapchat®, TikTok®, Twitch®, Quora®, Medium®, Triller®, and WhatsApp®), blogs, review websites (such as Yelp® or Angie's List®), and any other online communities where the Business created or shared online content, or held itself out as speaking for or representing the Business.
- (h) Franchisee and the transferee and its owners execute a general release of Great Greek Franchising in a form satisfactory to Great Greek Franchising; and
- (i) the Business fully complies with each System Standard.

Project Budget

Rancho Cucamonga		2,233	Sqft	\$210.00
	Schedule A Included	163,520		81.72
				\$260.63
	<u>Summary</u>	<u>\$/Sqft.</u>	<u>Budget</u>	<u>% of Budget</u>
Construction Costs		\$210.00	399,510	39.01%
Equipment			101,784	9.94%
Furniture			22,000	2.15%
Milwork & Fixtures			0	0.00%
POS - Menu -Tech			24,000	2.34%
Signage			19,000	1.86%
Small Wares			12,500	1.22%
Business Management			3,200	0.72%
	HARD COST SUB-TOTAL	\$260.63	581,994	56.83%
Project Fees & Deposits			119,847	11.70%
Pre-Opening Training Costs			29,007	2.83%
Marketing Launch Costs			24,500	2.39%
Funding Costs			268,747	26.24%
	SOFT COST SUB-TOTAL		442,102	43.17%
NEW RESTAURANT COSTS			1,024,096	100.00%
			755,348	
Construction Cost		2,233	Sqft	
Tenant Improvement Costs			450,000	
Construction Management Fee			9,000	
Hood & Ansul			7,500	175
Tenant Improvement Allowance		\$30.00	(66,990)	
Net Construction Costs			399,510	39.01%
Equipment Costs				
Equipment Package	Inc. Sched A		75,020	7.33%
Freight, Delivery, Install & Start-up	Inc. Sched A		14,500	1.42%
Taxes	Estimated Taxes		12,264	
Total Equipment			101,784	9.94%
Furniture Costs				
Dining Area Furniture	Inc. Sched A		17,000	
Outdoor Furniture			5,000	
Taxes	See Est. Tax w/ Equipment		0	
Total Furniture			22,000	2.15%
Millwork/Fixtures (in Construction)				
Front Counter				
Back Counter				
Beverage Counter				
Freight & Delivery				
Install				
Taxes				
Total Fixtures			0	0.00%
POS - Menus & Tech Costs				
POS	Inc. Sched A		10,000	
Menu System	Inc. Sched A		6,500	
Management Computer & Wifi	Inc. Sched A		1,500	
Audio/Video	Inc. Sched A		4,000	
Low Voltage Installation			0	
Survailance System			2,000	
Taxes	See Est. Tax w/ Equipment		0	

Total POS		24,000	2.34%
Signage & Trade Dress Costs			
Outdoor Signage	Inc. Sched A	14,000	
Interior Trade Dress & Signage	Inc. Sched A	5,000	
Blinds			
Taxes	See Est. Tax w/ Equipment		
Total Signage		19,000	1.86%
Smallwares Costs			
Smallwares	Inc. Sched A	12,500	
Delivery	Inc. Sched A		
Taxes	See Est. Tax w/ Equipment		
Total Smallwares Costs		12,500	1.22%
Project Fees			
Franchise Fee		39,500	
Legal/Accounting		15,000	
Architect/ Design		33,597	
Project Management Fee		10,000	
Permits/Licences		15,000	
Insurance	1-4% of constr. Costs	6,750	
Total Fees & Deposits		119,847	11.70%
Pre-Open Training Costs			
Management Salaries		9,000	hire asap
Initial Training Costs & travel		11,000	
Pre-Opening Team Training Expense		6,007	
Training Product		3,000	7-12k
Total Training Costs		29,007	2.83%
Project Funding Costs & Deposits			
Loan Packaging Service Fee		10,575	
Lender Costs		153,586	
SBA Fees		54,671	
Interest Expense in Construction		5,169	
Working Capital		35,000	
Lease Deposits		8,746	
Utility Deposits		1,000	
Free Rent (after open)		0	
Net Project Funding Costs		268,747	26.24%
Launch Marketing Costs			
Marketing Colateral (Menus-Bus Cards-Promos-Etc)	Inc. Sched A	3,000	
Grand Opening Promotional & Marketing Launch	Per franchise Agreement	21,500	
Total Management & Marketing Costs		24,500	2.39%
Business Management Costs			
Telephone System		200	
Office/Organizational /Safe		2,500	
Uniforms	Inc. Sched A	500	
Total Management Costs		3,200	0.31%

Annual Proformas



***Please refer to the Business Proforma
which is being submitted separately as
an excel document.***

East⊕West