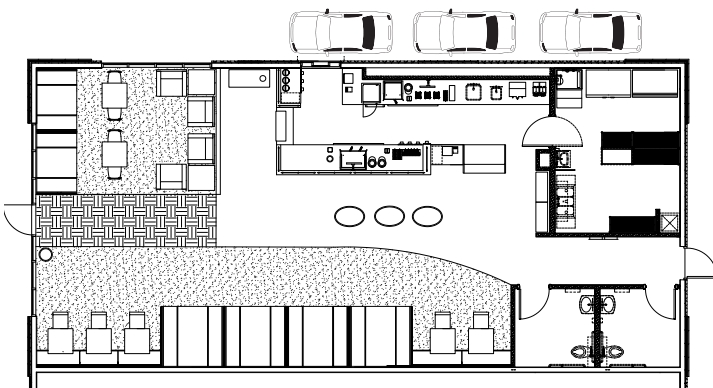




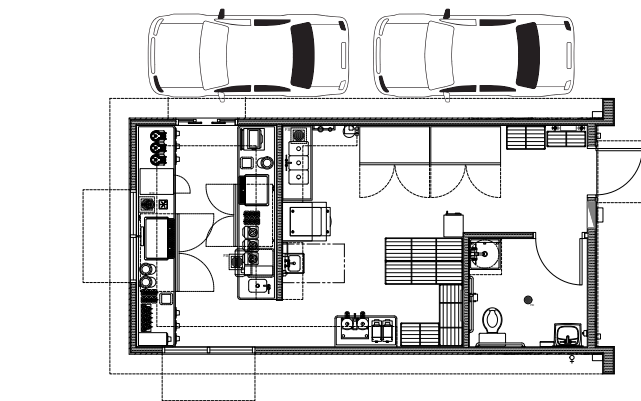
*Real Estate*  
SITE CRITERIA  
— & —  
**SITE** SELECTION  
**PROCESS**

[OWNASCOOTERS.COM](http://OWNASCOOTERS.COM)

**DRIVE-THRU  
COFFEEHOUSE**



**DRIVE-THRU  
COFFEE KIOSK**



- BUILDING: 1,600 - 1,800 sq ft
- PARKING: Per city requirement
- HVAC: 7.5 tons
- ELECTRIC: 400 amps, 3 phase
- WATER & SEWER: Required
- VOICE & DATA: Required
- GAS: Not required
- GREASE TRAP: Not required
- ORDER BOX: 1 (required)
- DRIVE-THRU WINDOW: 1 (required)
- DRIVE-THRU LANE: Stacking must meet city codes
- PATIO: Preferred
- SIGNAGE: Maximum allowed by city/landlord
- LOCATION: End cap of a strip center  
(drive-thru window required)

- BUILDING: 450 sq ft
- LOT SIZE: 2,000 - 5,000 sq ft
- PARKING: 4 employee parking fields
- HVAC: 5 tons
- ELECTRIC: 200 amps, 3 phase
- WATER & SEWER: Required
- VOICE & DATA: Required
- GAS: Not required
- GREASE TRAP: Not required
- ORDER BOX: 1 (required)
- DRIVE-THRU WINDOW: 1 (required)
- DRIVE-THRU LANE: Stacking must meet city codes
- WALK-UP WINDOW: Optional
- PATIO: Optional
- SIGNAGE: Maximum allowed by city/landlord
- SITE: Pad sites, out parcels, parking fields

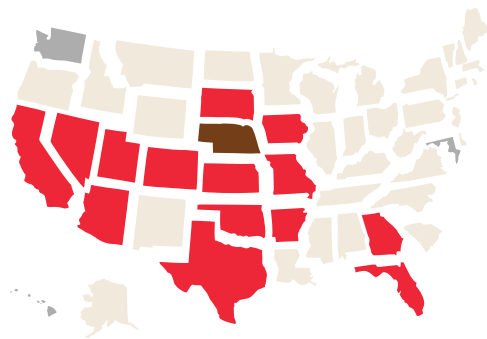
## BENEFITS

- **Proven Business Model:** Convenience of locations and quickness of drive-thru model fits the needs of busy commuters.
- **Rapidly Expanding Franchise:** Scooter's Coffee currently has nearly 200 locations open and operating nationwide and is projecting 40+ new openings in 2017.
- **Maximized Value:** The drive-thru kiosk model increases value of real estate by making use of underutilized parking spaces.
- **High Quality Products:** Scooter's Coffee sources 100% shade grown coffee and only roasts from the top 10% of coffee beans in the world.

## PROCESS

- Sign Franchise Agreement
- Work with Scooter's Coffee Director of Real Estate on Selecting a Local Broker
- Identify Sites that Meet Our Criteria
- Submit Sites to Corporate for Review/Approval
- Submit a Letter of Intent
- Enter into Lease Negotiations
- Submit Lease Draft to Your Attorney for Review
- Submit Lease Draft to Corporate for Review/Approval
- Secure Final Lease & Collateral Assignment of Lease to Corporate for Filing

## NATIONAL EXPANSION



- High Growth (ready for rapid expansion)
- Available Markets (open for development)
- Limited (reserved for current franchisees)
- Future Market (registration pending)

## LOCATION CRITERIA

- 25,000 VPD or more
- Popular morning commute routes
- Morning commute side of the street
- Excellent visibility
- Excellent accessibility
- Hard corner preferred
- Stop light preferred
- Speed limit 25-45 mph
- Access from all directions (no medians)

In 1998, Scooter's Coffee was born. Co-founders Don and Linda Eckles began an amazing journey when they opened their first drive-thru coffeehouse in Bellevue, Nebraska. Their keys to success: find a great location and stay committed to high-quality drinks, speed of service, and a BIG smile.

Scooter's is fortunate to have nearly two decades of success due to its commitment to the original business principles and company core values.

