



**JOIN A DRIVE-THRU COFFEE
FRANCHISE LEADING THE INDUSTRY**

WELCOME TO SCOOTER'S COFFEE



Scooter's Coffee was founded in 1998 in Bellevue, Nebraska just as the specialty coffee craze started sweeping the nation. Customers loved Scooter's Coffee for their commitment to high quality drinks, convenience, friendly staff, and amazingly fast speed of service. Now with over 600 locations nationwide, our franchisees love Scooter's Coffee for our proven business model, high quality and high margin menu, reasonable investment fees, low overhead, ongoing support, and winning franchise culture.

Amazing People
Amazing Drinks
Amazingly Fast!



DRIVE-THRU IS OUR MODEL SPEED IS OUR STRATEGY

DRIVE-THRU COFFEE KIOSK

Our compact model is a drive-thru only store that serves our famously amazing drinks. This is our original business model and remains at the core of our brand. The smaller footprint allows our teams to deliver our high quality products amazingly fast! What sets us apart from the brewing coffee industry is our commitment to speed. Our customers are busy, we want to respect their time!



FEATURES OF THE KIOSK

- A smaller Kiosk can fit where a traditional, larger coffeehouse will not
- Lower staffing requirements
- No seating means focusing on one point of contact with customers
- Operational efficiencies make it simpler to manage
- Reduced utility costs
- Attractive opportunity for rural, suburban, and metro markets
- Building size: 664 sq feet

To learn more about the kiosk model, fill out an [Inquiry Form](#).

SCOOTER'S COFFEE BY THE NUMBERS

\$1,276,780

Top Quartile Drive-Thru Kiosk Average Unit Volume (AUV)*

Average Unit Volume of **\$885,335**

23.64%

Top Quartile Net Profit Margin*

Average Net Profit margin of **18.01%**

5.92%

Year-over-year same store sales growth (2021-2022) 2022**

*This is historical representation of what some of our franchised stores earned as described further in Item 19 of the FDD. This information is based upon 66 of 264 Drive-Thru Kiosks that were open during the entire 2022 calendar year and provided complete information. Your results may differ. There is no guarantee you will stay in business that long or that you will achieve the stated levels of same-store sales growth within that time period. See Item 19 of the FDD for more information.

**This is historical representation of what some of our franchisees have earned as described further in Item 19 of the FDD. This information is based upon 185 of 421 Drive-Thru Kiosks that were open during the entire 2022 calendar year and provided complete information. Your results may differ. There is no assurance that you will sell or earn as much. See Item 19 of the FDD for more information.



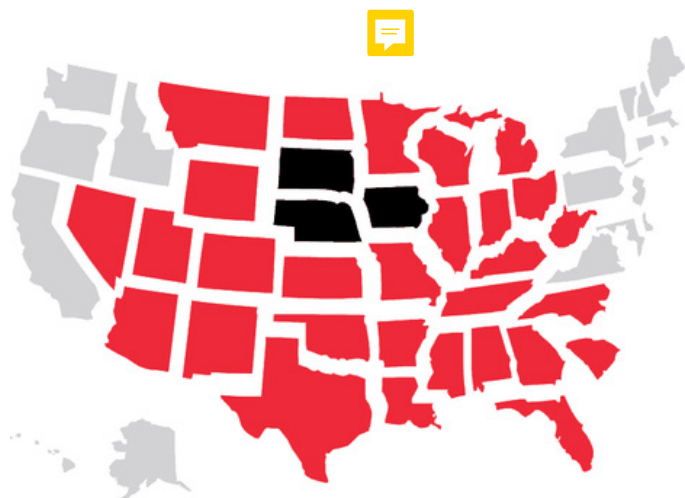
SCOOTER'S COFFEE ACROSS THE NATION

Scooter's Coffee has been consistently establishing itself across the U.S. since it began franchising in 2001. Now with over 600 bustling drive-thru locations, Scooter's Coffee seeks to expand even further with enthusiastic, business-minded franchisees ~~in nearly 32 states!~~

Scooter's Coffee has options to match your business ownership goals. Whether you want to be a single location operator or own multiple units, we can give you the support you need.

SINGLE UNIT AGREEMENT

Start with one location, like our founders Don and Linda Eckles! Many of our single unit owners have grown into multi-unit owners. Whatever your vision is for your company, we will help you realize it.



MULTI-STORE DEVELOPMENT AGREEMENT

If you know you want to own more than one Scooter's Coffee location, a Multi-Store Development Agreement (MSDA) may be the best option to help you meet your goals. Of course you can always build upon the success of a single location by adding more units, but signing an MSDA offers additional benefits such as exclusive rights to develop multiple stores within an established geographic area.*

*refer to the Exhibit C in the 2023 Scooter's Coffee Franchise Disclosure Document

INVESTING WITH SCOOTER'S COFFEE

Drive-Thru Coffee Kiosk

	Low	High
Franchise Fee	\$40,000	\$40,000
Initial Opening Support Fee	\$15,000	\$15,000
Site Concept Plan & Site Work	\$176,000	\$475,000
Leasehold Improvements	\$272,000	\$427,000
Architecture & Engineering	\$40,000	\$54,000
Equipment, Fixtures & Furniture	\$168,000	\$179,000
Signs	\$43,000	\$63,000
Point-of-Sale System & Software	\$4,000	\$14,500
Deposits & Licenses	\$3,500	\$6,000
Initial Training Travel & Living Expenses	\$5,000	\$8,000
Opening Inventory & Supplies	\$25,000	\$27,000
Additional Expenses	\$0	\$33,000
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*Estimated Total	\$794,000	\$1,341,500

Financial Requirements

Minimum Net Worth: \$500,000

Minimum Liquid Capital: \$200,000

Ongoing Fees

Royalty 6%

Advertising Fee 2%

*See Item 7 of our current Franchise Disclosure Document for more information about the initial investment.

The Scooter's Coffee franchise finance team has strategic lending partnerships and will support you in creating a plan to fund your investment.

CORE VALUES

At Scooter's Coffee, our [core values](#) guide us in the decisions and choices we make every day. Every new franchisee that joins our family should be ready to embrace and embody those values along with us.

INTEGRITY

We uphold the highest moral and ethical principles. Everything we do is built on a foundation of honesty and trust.

LOVE

We approach one another with kindness, respect, and grace. We actively listen and show empathy with a caring, understanding heart.

HUMILITY

We seek to build up others, not ourselves. We acknowledge and celebrate each other's accomplishments because we know we can't truly succeed on our own.

COURAGE

We embrace challenges and encourage new ideas. We have the curiosity to ask questions, to continue learning and to explore new possibilities.



HEAR IT FROM OUR FRANCHISEES

Scooter's Coffee is proud to provide a strong franchise network and is dedicated to promoting the success of its owners through countless methods and means.

"The Scooter's Coffee Corporate Support team cares deeply about our success in this business. They are constantly working to find ways to drive new customers to our stores while protecting the bottom line and profitability of our business."

-Tracy Bouwens
Multi-Unit Owner
Nebraska, Kansas, & Missouri

-Ali Dreher
Multi-Unit Owner
Sioux City, Iowa

"I would not have made this leap of faith without knowing that the company and the people I was going to be partnering with were trustworthy and supportive. Scooter's Coffee Corporate has been amazing at their training, support and time that they give you when we reach out to them."

"The reason we fell in love with Scooter's Coffee is the emphasis that they put on people. It's the first thing in the three amazings. So, when we decided that we wanted to do this, we knew we would do well financially, but we really wanted to pour ourselves into people and do something amazing with this."

-Rob Southerland
Single-Unit Owner
North Carolina

-Josh & Robb
Multi-Unit Owners
Iowa, Minnesota, & Texas

"I believe that corporate leadership truly does live by their values and that's important to me. They're all important, but integrity is so important in a relationship like this, and Scooter's lives by those values honestly every day."

GET STARTED WITH SCOOTER'S TODAY



1 CONTACT US

To start, simply request more information by filling out this [form](#) or calling us at 1-877-494-7004.



2 INITIAL CALL

We'll give you insight into what makes Scooter's Coffee AMAZING, discuss next steps our timeline, and ask you a few questions. This call helps us determine if you're a good fit for us and if we're right for you.



3 FDD REVIEW

You'll receive our Franchise Disclosure Document (FDD) and we'll schedule time to review it together. The FDD contains important information about costs, responsibilities, & financials.



4 FRANCHISEE VALIDATION

This is your opportunity to speak with some of our existing franchisees and ask them about their experiences as a Scooter's Coffee franchisee.



5 BE AMAZING DAY

During our "Be Amazing Day," you'll virtually connect with our team in Omaha, Nebraska. You'll get to meet our executive leadership team, have your questions answered, and even get a more in-depth understanding of how we do things.



6 SIGNING

After signing the Scooter's Coffee Franchise Agreement, you'll be awarded your first franchise and welcomed into the Scooter's Coffee family.

JOIN THE SCOOTER'S COFFEE FAMILY TODAY!

With a long-term plan for growth and continued excellence, Scooter's Coffee strives to remain a leader in the specialty coffee industry through our commitment to our values, franchisees, and customers. Through innovation, creativity, and friendly fast service, Scooter's Coffee intends to lead the way. We reward excellence, and we always cherish loyalty. We will work with our employees and franchisees to build strong businesses and a secure future.

We care about our franchisees and their business, and we strive to create a place where they are inspired to grow and succeed. Our relationships with our franchisees are of the utmost importance. When those relationships are coupled with proven, successful business models, and enveloped in a culture of entrepreneurship, great things happen.

We look forward to building a successful future with you. Call us at 877-494-7004 or fill out an [Inquiry Form](#) to learn more about investing in your very own Scooter's Coffee franchise.

