

We offer a number of options to help independent owners create a branded coffee program under the Dilworth Coffee banner.

|  |                    | -                             |                                |
|--|--------------------|-------------------------------|--------------------------------|
| PROGRAM<br>Services                    | LICENSED<br>Stores | PROUDLY<br>SERVING<br>STARTUP | PROUDLY<br>SERVING<br>EXISTING |
| Business Plan Review <sup>*</sup>      | $\checkmark$       | $\checkmark$                  | N/A                            |
| Site Selection<br>Support <sup>†</sup> | $\checkmark$       | +                             | N/A                            |
| Lease Review                           | $\checkmark$       | +                             | N/A                            |
| Equipment Lists                        | $\checkmark$       | $\checkmark$                  | N/A                            |
| Floorplan & Workflow<br>Review         | $\checkmark$       | +                             | N/A                            |
| Menu & COGS<br>Review                  | $\checkmark$       | +                             | +                              |
| Inventory Guides                       | $\checkmark$       | $\checkmark$                  | $\checkmark$                   |
| Coffee College                         | $\checkmark$       | $\checkmark$                  | +                              |
| Local Store Marketing<br>Plan          | $\checkmark$       | +                             | +                              |
| On-Site Launch<br>Support <sup>†</sup> | $\checkmark$       | +                             | +                              |
| Use of DC Marks &<br>Logo              | $\checkmark$       | Limited                       | Limited                        |
| Listed on<br>DilworthCoffee.com        | $\checkmark$       | ✓                             | $\checkmark$                   |
| Marketing Co-op                        | $\checkmark$       | $\checkmark$                  | $\checkmark$                   |
| Contract Term                          | 60 Months          | 12 Months                     | 12 Months                      |

\* Our Business Plan Review service is designed to give prospective entrepreneurs constructive feedback and a feasibility analysis. Clients who purchase this service and eventually enroll in a partnership program with us, may apply the cost towards the program fee.

+ Services requiring out of area travel may incur travel and lodging costs.

## LOOKING FOR WHOLESALE SOLUTIONS?

We can build a custom option to fit your needs. If you're interested in being a wholesale partner, <u>click here</u> or call 1.800.835.5943 to contact us.

 $\checkmark$  = Included + = Add-on