

Type of Fee	Amount	Due Date	Remarks
Chowly Monthly Fee	\$39 per month.	Payable monthly.	Dickey's will pay this amount to Chowly, Inc. and invoice you.
Insurance	Premiums vary depending on location.	As agreed or upon billing.	We have the right to obtain insurance for your Restaurant at your expense for premium if you fail to purchase or renew your required insurance and provide proof of coverage to us. See footnote (4).
Payments to Landlord and Utility Providers	Vary depending on location.	As agreed under the Franchise Agreement.	We will pay the following payments on your behalf: (i) rent due to your landlord under a lease agreement for the premises of the Restaurant; and (ii) ongoing utility payments due to utility providers who service the Restaurant. We will debit these amounts from your designated account by ACH electronic transfer on a weekly basis. See footnote (14).
Unapproved Insurance Vendor Review Fees	\$350 for costs of reviewing insurance coverages procured by proposed vendor; additional \$150 for each subsequent review of insurance coverages due to insufficient coverage or changes.	Upon invoice.	Payable if Dickey's approves your request to purchase require insurance from an unapproved insurance agent/broker or provider. See Item 8.
Training Instruction and Materials	\$1,800 for the Owner/Operator to attend Barbecue University; \$800 per person for any additional managers or personnel that attend Barbecue University; \$3,000 for online and onsite training for up to 3 managers, which includes manager certification.	See footnotes (1) and (5).	See footnotes (1) and (5).

reasonable fee for Dickey's expenses in so acting, will be payable by you immediately upon notice. Insurance costs are non-refundable. Insurance coverage requirements are uniformly imposed on all new franchisees. However, the costs of this coverage may not be uniform for all franchisees because premiums may vary according to the insurer, marketplace conditions, the location of the insured's premises, the insurance requirements of applicable law and other factors. These costs will not be collected or imposed in whole or in part on behalf of any third party by Dickey's, and are payable to the applicable insurer or agent.

(5) Dickey's charges a fee for training instructions, manuals and materials of \$1,800 for the Owner/Operator that is required to attend Barbecue University, and if you elect to send additional managers or personnel Dickey's approves, \$800 per person to attend Barbecue University. These fees must be paid when you register for the Training Program. You must also pay \$3,000 to Dickey's for online and on-site training of up to 3 managers before your Restaurant's opening, which includes manager certification, to be paid at least 30 days before your Restaurant's opening. If you are an existing Restaurant franchisee and your Owner/Operator has already attended Barbecue University and completed it to our satisfaction, you are only required to pay a non-refundable Training Fee of \$1,750 to Dickey's at least 30 days before your Restaurant's opening. If more than 3 trainees attend on-site training and will be certified, you will incur an additional training fee of \$175 per person for manager certification. You must also pay a \$10 monthly fee for any successor, replacement, and ongoing manager training, which includes online access to Barbecue University and continued access to materials needed for manager certification.

(6) Interest is charged when any of the Royalty Fee, Marketing Fund contribution, transfer or renewal fee payments, or any other sum due to Dickey's is not paid when due or an audit reveals underpayments based on incorrect Net Sales.

(7) Although audit costs are uniformly imposed on all franchisees subject to this Disclosure Document, the cost of each audit may not be the same for each franchisee. Audit costs will vary depending on factors such as the audit firm utilized, billing arrangements and time spent to complete the audit.

(8) Although site evaluation costs are uniformly imposed on all franchisees subject to this Disclosure Document, for each additional site evaluation in excess of the three site evaluations provided by Dickey's at no cost, the cost of each such additional site evaluation may not be the same for each franchisee. Site evaluation costs will vary depending on factors such as the location of the franchisee, travel expenses and duration of the site visit.

(9) Legal fees and expenses will vary depending on factors such as the nature of the legal matter, venue and the complexity of the legal matter.

(10) Dickey's may require that you participate in an approved local or regional advertising cooperative with certain other franchisees. If you are required to participate in a Dickey's-approved advertising cooperative, a certain percentage of your Marketing Fund contribution will be applied towards the local or regional advertising, marketing and promotions targeting the geographic area in which your Restaurant is located. Under the terms of Dickey's current standard cooperative advertising agreement, fees are not assessed by the advertising cooperative. For additional information, see Item 11, Paragraph C, titled "Advertising".

(11) These fees are payable to our affiliate, Spark (see Item 1). If you own and operate more than one Restaurant, the fee for your second and any additional Restaurants is \$40 per month. You may elect to pay the direct manager access fee in a lump sum, in which case the fee will be discounted by