

FRANCHISE DISCLOSURE DOCUMENT



AFC Franchising, LLC
3700 Cahaba Beach Road
Birmingham, Alabama 35242
(205) 403-8902
www.afcurgentcare.com
www.afcfranchising.com
afclegal@americanfamilycare.com

The franchise is the right to establish and operate an urgent and accessible primary care management business that will provide certain non-clinical administrative services to a professional entity, which will, through independent physicians and professionally licensed healthcare persons or entities and subject to applicable laws, provide various levels and kinds of medical and related patient care and wellness services.

The total initial investment necessary to begin operation of a new American Family Care center ranges from \$955,500 to \$1,519,500. This includes \$145,000 to \$306,000 that must be paid to the franchisor or its affiliates. If we grant you area development rights pursuant to which you will agree to acquire multiple franchises.

The total investment necessary to acquire the area development rights is estimated to be \$47,500 (to develop a minimum of 3 outlets), all of which must be paid to the franchisor or its affiliates. [This amount is in addition to the total initial investment for the first American Family Care center.](#)

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all agreements carefully. You must receive this disclosure document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, franchisor or an affiliate in connection with the proposed franchise sale. **Note, however, that no government agency has verified the information contained in this document.**

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Brandy Hopkins, 3700 Cahaba Beach Road, Birmingham, Alabama 35242, (205) 403-8902.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "[A Consumer's Guide to Buying a Franchise](#)," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C. 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may be laws on franchising in your state. Ask your state agencies about them.

Issued: April 25, 2025; as amended October 16, 2025

Special Risks to Consider About *This* Franchise

Certain states require that the following risks(s) be highlighted:

1. **Out-of-State Dispute Resolution.** The franchise agreement and area development agreement require you to resolve disputes with us by arbitration only in Alabama. Out-of-state arbitration may force you to accept a less favorable settlement for disputes. It may also cost more to arbitrate with the franchisor in Alabama than in your home state.
2. **Unopened Franchises.** The Franchisor has signed a significant number of Franchise Agreements with franchisees who have not yet opened their outlets. If other franchisees are experiencing delays in opening their outlets, you may also experience delays in opening your own outlet.
3. **Mandatory Minimum Payments.** You must make minimum advertising payments, regardless of your sales levels. Your inability to make the payments may result in termination of your franchise and loss of your investment.
4. **Supplier Control.** You must purchase all or nearly all of the inventory or supplies that are necessary to operate your business from the franchisor, its affiliates, or suppliers that the franchisor designates, at prices the franchisor or they set. These prices may be higher than prices you could obtain elsewhere for the same or similar goods. This may reduce the anticipated profit of your franchise business.

Certain states may require other risks to be highlighted. Check the “State Specific Addenda” (if any) to see whether your state requires other risks to be highlighted.

Type of Expenditure	Amount	Method Of Payment	When Due	To Whom Payment Is To Be Made
Credentialing ⁽¹³⁾	\$4,500 - \$7,000	As incurred	As incurred	Third-Parties
Additional Funds (3 months) ⁽¹⁴⁾	\$200,000 - \$500,000	As incurred	As incurred	Employees and Third-Party Suppliers
Total ⁽¹⁵⁾	\$955,500 - \$1,519,500			

Notes to Table A:

All amounts payable to us or our affiliates are nonrefundable, unless otherwise noted. Amounts payable to suppliers/vendors are refunded according to arrangements you make with the vendor, if any.

- (1) **Initial Franchise Fee.** The Initial Franchise Fee is \$60,000 and is paid when you sign the Franchise Agreement for the development of one new Center. The Initial Franchise Fee will be reduced as follows: (i) \$50,000 for the 1st Additional Franchise and \$45,000 for each subsequent Additional Franchise you acquire pursuant to an Area Development Agreement, and (ii) \$45,000 per Center if you enter into 2 Franchise Agreements with Conversion Addenda, concurrently, to convert 2 of your businesses into Conversion Centers.
- (2) **Travel and Living Expenses While Training.** You will be responsible for all costs that you (or your Operating Principal) and all of your trainees incur while attending the training, including all travel, food, and lodging cost, wages, insurance costs, etc. These costs will depend on the distance you must travel and the type of accommodations you choose. The initial training program is held at our offices in Birmingham, Alabama, or at a training facility we designate. The low estimate assumes that you live within driving distance of our headquarters or the designated training facility.
- (3) **Lease; Utility and Security Deposits.** We expect that you will need approximately 1,750 to 2,000 square feet for your Center. Rent varies considerably from market to market, and from location to location. Rents may vary beyond the range that we have provided based on factors such as market conditions in the relevant area, the type and nature of improvements needed to the premises, the size of the leasehold, the terms of the lease, the location within a site (such as an endcap), and the desirability of the location. You should investigate the typical leasing costs for your target market area. If you decide to buy the property where you will operate your Center, your costs will be substantially higher and cannot be estimated.
- (4) **Lease Review Fee.** If the landlord of your Center requires changes to our standard lease addendum, then you must pay us a lease review fee of \$1,000 to offset the expenses we incur to conduct the review (see Item 5).
- (5) **Medical Equipment & Supplies.** You will need to purchase or lease medical equipment and supplies such as stethoscopes, blood pressure cuffs, thermometers, pulse oximeters, otoscope, ophthalmoscope, X-ray machines, exam tables, medical tape, band aids, gauze pads, etc. for your Center. This range also includes \$80,000 to \$145,000 that you may pay to our affiliates, AFCLLC and/or AFCP, if you purchase medical equipment and supplies from them (see Item 5). The ~~above~~ range in the table above reflects the cost of purchasing all the required medical equipment and supplies, including (i) those that you must purchase from our affiliates or

third-party suppliers, and (ii) additional medical equipment and supplies that you must purchase from third-party suppliers. You may decide to lease some of the medical equipment rather than purchasing it with an upfront payment. A variety of factors such as the condition of the national and regional economy, availability of credit, number of suppliers leasing equipment in your area, interest rates being offered, duration of leases offered, security requirements, and your credit history may affect the availability of leased equipment; the monthly and overall costs of the leases and other terms may be relevant to your decision as to whether to purchase or lease the equipment.

- (6) Construction Management Services Fee. Payable if we choose to provide services in connection with overseeing and managing the development and construction of your first two Centers (see Item 5).
- (7) Construction. You must develop your Center in compliance with law and our standards and specifications for architectural design, layout, furnishings, fixtures, equipment, and decor as outlined in the Manual or otherwise conveyed to you. The design, construction management, build out and related costs depend on a number of factors, including the size and condition of the premises. Our estimate (i) assumes that the premises for your Center will have a “vanilla box” layout, including all walls, fixtures, flooring, HVAC and utilities, plumbing for bathrooms and exam rooms, certain equipment and an office area, and (ii) is for a Center that ranges from 1,750 - 2,000 square feet in size and will have 4 to 5 exam rooms. This estimate includes the use of a general contractor. The cost of comprehensive design, construction management and build-out construction costs is approximately \$210 per square foot.
- (8) Furniture, Fixtures, and Appliances. You will need to purchase furniture, fixtures, and appliances that meet our standards and specifications.
- (9) Office Equipment & Computer System. You will need to purchase office equipment and computer system for the operation of your Center. This estimate also includes a one-time fee for implementation, training, hardware configuration and server configuration for the electronic medical/patient record (“EMR”) services program that you must obtain from our designated vendor.
- (10) Business Licenses. You will be required to obtain a business license or permit before you can open your Center. You will be responsible for ensuring that the PC has, and certifies to you that it has received, all required state and local government certifications, permits and licenses necessary for the operation of a Center, including any required licenses and certifications for its personnel. The estimates in the chart do not include the costs that the PC may incur to obtain the necessary licenses and certifications.
- (11) Insurance. This is an estimate of your initial insurance premiums for comprehensive general liability insurance coverage, including property damage at your Center, malpractice liability coverage, and business interruption coverage to cover expenses for a period of at least 365 days. You also must maintain workers’ compensation insurance for your employees in accordance with laws applicable in the state in which your Center is operated. Your costs will vary depending on your market, the amount of coverage you select, your insurance carrier and other factors. We have an approved vendor who can help you secure this insurance in any state in the US.