

# Qdoba Franchising

## FAQs

### **Is Qdoba pursuing any international development?**

Qdoba is currently pursuing franchise opportunities in the United States and Canada only.

### **Does Qdoba provide financing for restaurant development?**

Although Qdoba does not finance franchise development, we can provide you with a list of potential lenders that you are free to contact.

### **May I build one restaurant or do I have to commit to several restaurants?**

Qdoba is looking for franchisees that have the financial and operational ability to develop multiple restaurant locations.

### **Does Qdoba purchase the real estate on behalf of the franchisee, provide real estate leases or build-to-suit arrangements?**

New site locations will be acquired by each franchisee. They are also responsible for contracting and managing the construction of each restaurant.

### **Many fast-casual chains have restrictions on where franchisees can build restaurants; does Qdoba have any type of territorial restrictions?**

Development areas will be defined in a Development Agreement.

### **May I "buy" a development territory?**

Development Agreements are negotiated to indicate the number of restaurants to be developed in a defined geographic area over a specified period of time.

### **What is the initial investment associated with developing a Qdoba restaurant?**

See our page on the [Initial Investment Criteria](#). (link to PDF)

### **What kind of support can I expect from Qdoba during the real estate and construction process?**

Qdoba provides assistance on a local basis by offering a real estate manager and construction support manager to guide you in the site selection and construction processes. Sites are reviewed and approved by a real estate committee at our Corporate Support Center.

### **What types of support does Qdoba offer in conjunction with my first restaurant opening?**

Qdoba provides operations, training and marketing assistance to guide you in opening your first restaurant. We also offer support in executing new product launches, regional marketing plans and promotions, and offers extensive on-going training programs for employees and managers.

**I own a piece of property that would be ideal for a new Qdoba restaurant. Will Qdoba develop the site and award the franchise to me?**

Qdoba's site selection process is completely separate from our franchisee selection process. The designated franchisee or Qdoba will manage all of the site evaluation, acquire the property and construct the building.

**What are the Qdoba franchise fees?**

Amounts listed are per restaurant and are subject to change.

- **Development Fee:** \$10,000
- **Initial Franchise Fee:** \$30,000
- **Royalty Fee:** 5% of gross sales
- **Marketing Fee:** 2% of gross sales

**How much profit can I expect from my Qdoba restaurants?**

Qdoba does not disclose the projected profit, or forecast financial results for your business. Unit level performance varies from location to location and many factors influence profitability levels. Qdoba provides an Item 19 disclosure in the Franchise Disclosure Document for your review that highlights franchisee performance across 5 sales ranges in the states where franchisees currently operate.

I want to become a Qdoba franchisee. What is the process?

Our award process involves multiple steps. Please complete our [inquiry form](#) (link to PDF) for more details.