



# Request for Consideration

## Domestic & International Franchise Requirements

Thank you for your interest in On The Border Mexican Grill & Cantina.

We are a well-established and unique brand delivering bold, Border-style food, hand-crafted beverages, and good times across our domestic and international platform. We focus on excellent service, great food and a fun, festive atmosphere.

We believe in a hands-on approach in our restaurants, and we strongly support our franchise partners. Our franchisees carry this same hands-on attitude, coupled with an entrepreneurial background, solid business experience, and a determination to succeed. Financial investors are required to have an operational team identified to carry On The Border to new locations, domestically and internationally.

Our ideal Franchise Partner:

- is committed to a long-term franchise relationship built on trust and respect
- knows how to build a brand
- understands accessible pricing and value are core components of casual dining
- has prior hospitality experience or knowledge, particularly in critical areas like supply chain, quality assurance, real estate development, and marketing
- has or will have infrastructure dedicated to the development of our brand
- has material liquidity and net worth, with access to capital
- has a track record of developing multi-unit restaurant systems

The first step is to complete the short information introduction to help us evaluate your qualifications to become a potential franchisee within our organization. The information you provide will be kept confidential and is for internal use only by On The Border. This document is not a solicitation or offer to sell an On The Border franchise and is only intended for informational purposes. All information provided is used solely to determine pre-qualification.

Your interest in On The Border is appreciated and we look forward to potentially partnering with you.



# Request for Consideration

## Domestic Franchise Qualifications

- We typically require a minimum of \$1.0MM USD in liquid assets for each restaurant to be built or \$500K USD per restaurant or location along with suitable cash assets for initial restaurant construction. It is also important our franchisees have sufficient funds to cover working capital and startup costs for their new restaurant.
- Net worth of at least \$3MM or \$1.5MM per restaurant for 3 or more locations.
- Full-service restaurant operations experience
- Management experience
- Business acumen

## International Franchise Qualifications

- Our typical international development agreement requires franchisees to build multiple restaurants in a defined geography within a defined period
- Grow and develop, at a minimum, 5 On the Border Restaurants. Minimum \$5,000,000 USD net worth.
- Hospitality experience (preferable in the food service industry)
- A proven track record of operations & businesses that can support the development of multiple On The Border restaurants
- Demonstrate local market knowledge, real estate, all government regulations & supply chain

Feel free to attach a resume, third party references or any other items of relevance



# Request for Consideration

Before submitting this Request for Consideration, please note that On the Border Acquisitions, LLC (“On the Border”) is only looking for potential franchisees that are interested in multiple restaurant development. By checking the box, I acknowledge that I’ve read the On the Border’s franchising requirements and agree to its terms. I submit the above information as true as of the date submitted.

On The Border is authorized to verify the accuracy of the information submitted. I understand that On the Border is relying upon the above preliminary information as a factor in considering my potential to become one of its franchisees. If we progress towards a franchise, On The Border will request more detailed information. The submission of this Request for Consideration does not obligate either me or On The Border in any manner, nor does it imply that there is any legal or commercial relationship between the parties. I hereby consent to On The Border using the information that I provide for the purpose of evaluating me as a potential franchisee. This Request for Consideration is not intended as an offer to sell, or the solicitation of an offer to buy a franchise. Currently, the following states regulate the offer and sale of franchises: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Oregon, Rhode Island, South Dakota, Virginia, Washington and Wisconsin. If you are a resident of one of these states, or if you wish to operate a franchise in one of these states, we will not offer you a franchise unless and until we have complied with any applicable pre-sale registration and disclosure requirements in that state.

**Thank you for reaching out to On The Border.  
We will be in touch with you soon!**