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## Franchise Law Team - UFOC 101

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By Franchise Law Team - Mohajerian Law Corp.

A UFOC is a means for franchisor information to be distributed to potential and existing franchisees. UFOC is an acronym for Uniform Franchise Offering Circular, and will contain all feasible information regarding a franchise business. The purpose of the UFOC is to protect the public by requiring full-disclosure of pertinent information regarding the franchise business.

The UFOC format of disclosure was approved by the FTC in 1995. In states where 'registration requirements' call, the UFOC is the required format for disclosure. These states currently include: California, Illinois, Indiana, Maryland, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, and Washington. Because the UFOC format has increased stringent requirements and the FTC or UFOC format is acceptable in 'non-registration states' - most companies utilize the UFOC format for efficiency.

The UFOC format for disclosure requires 23 categories of information be provided to franchisees regarding the franchisors business:

- The Franchisors, Its Predecessors, and Affiliates
- Business Experience
- Litigation
- Bankruptcy
- Initial Franchising Fee
- Other Fees
- Initial Investment
- Restrictions on Sources of Products
- Franchisee's Obligations
- Financing
- Franchisor's Obligations
- Territory
- Trademarks
- Patents, Copyrights, and Proprietary Information
- Obligation(s) to Participate in the Actual Operation of the Franchise Business
- Restrictions on What Franchisee May Sell
- Renewal, Termination, Transfer, and Dispute Resolution
- Public Figures
- Earnings Claims
- List of Franchise Outlets
- Financial Statements
- Contracts
- Receipt

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