

Seafood Truck *Franchising*



Quality Seafood & More

ZAGAT RATED



Our Famous
**Jumbo Lump
Crabcakes**

Food Truck Take Out / Catering

Your Own Seafood Truck from Manny less than \$100K Investment



LICENSING FEE \$5000.00

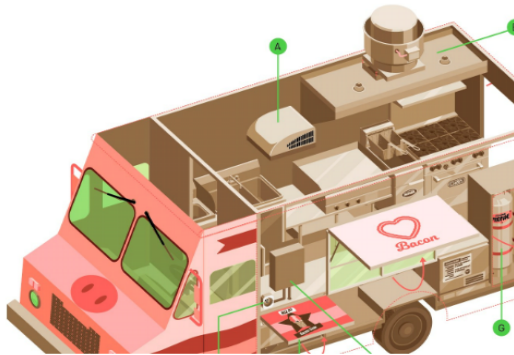
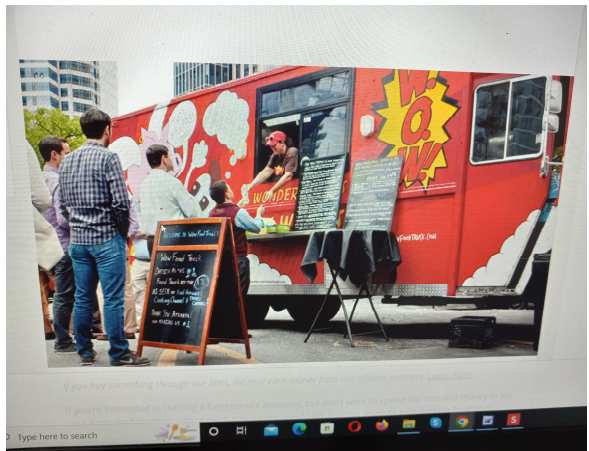
Royalty Fee
\$1000.00 per Month

Own a Gourmet to go Licensing

A new concept that serves a tastier,
Healthier & faster option offering Food Truck

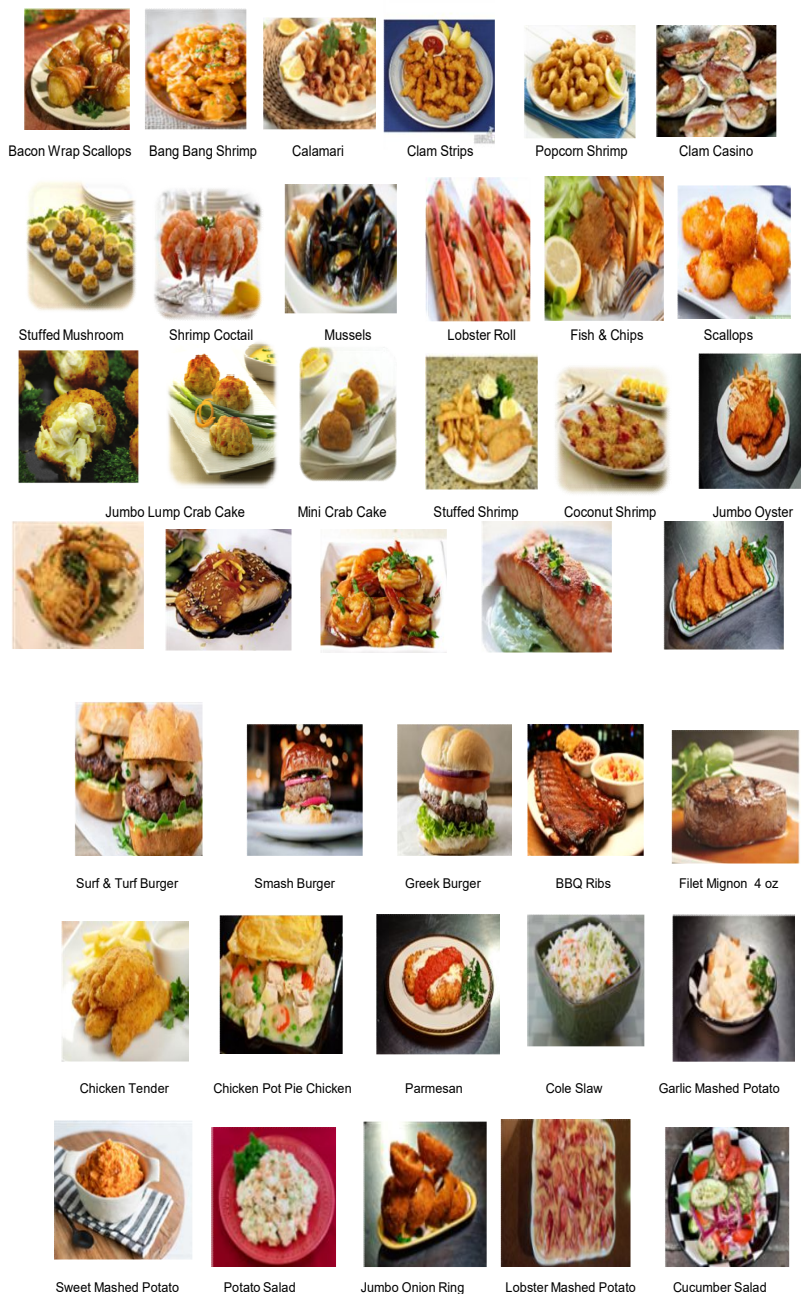
LEARN MORE





TRUCK DESIGN OPTION & CONCEPT





FOOD TRUCK

Manny's Place serves word best jumbo crabcakes, seafood, and specialty entrees. Starting from our Bala Cynwyd "gourmet to go" concept represents the future of Food Truck – Fast, healthy, gourmet that heated and ready to eat.

Proven Model

Profitable concept estimated average annual sales per truck \$200K~250K gross

Award-winning, simple menu

Mid size food truck, lower investment

18 + years of operations

- Manny's Commissary would be able to supply all menu items.
- Licensee can use Manny's Place Commissary
- Manny's Place will supply all the food items to Licensee selling to their customers

Award-Winning Crab Cakes

Simple menu

Seafood, chicken, meat ,salads & house made sides

Growth Segment: Prepared Ready-to-Serve on Site

Hectic lives demand simple, but high quality solutions, and Manny's Place makes that happen by offering pre-prepared cooked foods from the truck to your mouth, providing a delicious meal in just few minutes with affordable cost. Of course, all items contain no additives or preservatives and are provided with Nutritional Facts . Manny's seafood items offering an alternative to burgers, pizza .

Simple, easy and the highest quality ingredients

Quality of Life

Limited staffing needs

Truck franchisee can decide to be open 7 days with flexible hours

Why You Should be Part of the Food Truck Industry with Manny's Place

Food trucks offer plenty of exciting opportunities for entrepreneurs. Here are some benefits of choosing this niche:

- **Location independence:** Your truck can go wherever potential customers are. If there's a big event or area with lots of foot traffic on any given night, catering, you can set up there to reach more people.
- **Low startup costs:** You don't need a dedicated location or a huge team to run a food truck. So it can be easier to break into the industry.
- **Built-in advertising:** When you set up at an event or drive across town, your truck gets seen. If you have a catchy logo or design, this automatically helps you build brand recognition without extra advertising.
- **Multiple income streams:** Food trucks don't have to only offer food at festivals and high-traffic areas. You can also offer catering to diversify your income streams & brand recognition.

1. Research Food Trucks Locally

If you want to be a successful food truck owner, you need to understand your competition. Research other food trucks in your area to find a unique niche and learn the hot spots and trends in your local food truck scene.

2. Manny's seafood and more is a Niche Market

Food truck customers often like unique menu items. . **Manny's seafood** sets your business apart from other Food truck , like classics burgers and tacos.

3. Name and Brand Your Business

A catchy name and brand will make your business more memorable. Choose consistent design elements that are easy to read and communicate a style that appeals to your target customers.

4. Food Truck Business Plan

Once the location are designated Manny will make the first draft of business plane jointly for franchisee. Every business needs a plan things to include in your food truck business plan:

- **Market analysis:** Look at other food truck owners in your area and consider demand from local customers.
- **Product and Service list:** Meet with Manny jointly to create a menu and selling price
- **Price and understand all the ingredient private catering**
How will you market your business? And what expenses might come with your strategy?
- **Financial projections: Manny based on the** market and price list, will update the business reflect what can you expect to earn? How does that compare to your projected expenses?

6. Menu List and Set Your Prices

Manny's Place is niche, create a short list of items you can make with limited ingredients. Price items based on demand and costs.

7. Secure a Truck

You need a truck that's large enough to prepare and serve food. So, you have to find [where to buy a food truck](#). You can find old vans or trucks in local classified ads and have them refurbished with equipment. Or buy an existing food truck from a business broker. Keep your business and personal assets separate to simplify bookkeeping and build credit. Consider business credit cards for monthly purchases.

Manny's Place will assist locating truck and all the required equipment

8. Form a Legal Entity and Register Your Business

All businesses need a legal entity; here are some for food truck operators to consider:

- **Sole proprietor:** This can work for those who operate individually, but it offers no liability protection.
- **LLC:** Offers liability and low startup costs; this is quite common for food truck operations.
- **Corporation:** This offers liability protection and a different tax structure, but can be more complicated and costly to start.

9. Open a Business Bank Account

Keep your business and personal assets separate to simplify bookkeeping and build credit. Consider business credit cards for monthly purchases.

10. Get Business Insurance

Insurance can protect your assets if your business experiences any losses. Here are some common types for a mobile food business.

- General liability
- Commercial auto
- Property coverage

Other Items to Do List

1- Get the Necessary Food Truck Equipment 2- Get a POS System 3- Source Your Ingredients 4- Sort Out Your Taxes 5- Apply for Permits and Food Truck Licenses 6- Create a Website and Market Your Business 7- On-Line ordering 8-Decide Where to Park 9- Employ Staff 10- Maintain Your Truck 11- Market Your Business and Expand 12- Social Media.

Manny will guide the franchisee regarding equipment list, where to purchase and where to Source Your Ingredients

IDEAL LICENSEE

Leadership Experience

Minimum restaurant industry, or an entrepreneurial back ground

~ Investment Less than \$100K

Licensing Fee \$5000.00

Royalty \$1000.00 per month

Location Knowledge

Familiarity with one of our target markets

AVAILABLE MARKET

Below is or available licensing territories include but we are open to review any other territories per your request.



Pennsylvania

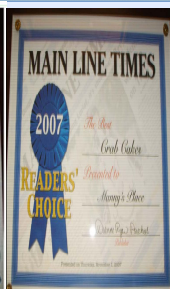
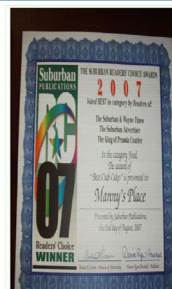


New Jersey



Delaware

Voted The Best Crabcakes
& Seafood Chain



Manny's Place Way

We're a licensor that's passionate
About good food & great service



OUR STORY

Manny's Place was the brainchild of owners Manny and Sharyn Tehrani.

Their two great passions love of food and love people combined to make the wonderful brand experience customer have come to know since 2005.

Manny served as sous chef in five-star restaurants during his under graduate graduate college years, with a dream of one day owning his own eatery. And for over 14 years, Sharyn traveled world-wide as a buyer in the retail industry.

During this time she realized her natural affinity for people then offered her services in the non-profit sector for another 14 years. Their combined result brings to you what the Tehrani Family knows and enjoys best... top notch food and service with a smile! Known in their circle of friends and family as gracious hosts and fun-loving entertainers, they bring you these same hallmarks that have made their gatherings so popular over the last 18 years.

Manny was soon making crab cakes for several local restaurants while selling crabcakes by the thousands on the national shopping network, ShopNBC .

Manny's crabcakes were dubbed **"the best crabcakes"**



The food truck trend represents one of the most exciting developments in the culinary industry. These compact dining establishments bring a variety of enticing flavors to locations in which such cuisine might not otherwise be available. Consumers benefit from convenient access to numerous culinary styles, while restaurant owners are able to expand business flexibility and minimize the costs associated with traditional brick-and-mortar locations.

With so many advantages available for both customers and owners, it's easy to see why food trucks are quickly taking over the casual dining market. As of 2020, IBISWorld statistics revealed a total of over 25,000 food truck businesses in the United States, as well as an astounding market size of \$1.1 billion.

GOURMET TO GO

Manny's Place "gourmet to go" concept represents the future of food truck – *Fast, healthy gourmet that prepared and heated ready to eat.*

Research shows that:

69%

wish they could **cook a healthy food more quickly**

65%

are **tired of eating none healthy food**

58%

are **bored with comfort foods**

80%

are **craving something new**

Gourmet to Go solves this growing segment – especially for busy office worker and professionals who seek fast, healthy cuisine without the demands and concerns of limited time to eat.

Manny's original menu has expanded to include meat ,homemade mashed potatoes, mac-cheese, chicken pot pies, seafood specialties, Italian dishes, and more.

Seafood , poultry and meat is purchased fresh

Each day the freshly prepared food is prepared in our food truck & and location.

Another source of revenue is partially cooked menu items and customer can take home and reheat with reheating instructions to finish at home in 12~15 minutes

Manny's Place

ENTERTAIN

parties made easy



CATERING

Holiday Parties for special gathering with family and friends and corporate gathering that's where Manny's Catering can help





Manny's Place
@mannysplaceseafood

info@mannyscrabcakes.com

Dine-In with Manny
BYOB

Food Truck Formats

Manny's Chiq-filet Food Truck is a versatile concept that can operate in many different city and suburban locations & events:

- Food Truck Festivals.
- Food and Drink Festivals.
- Financial Districts & Business Buildings.
- Tourist Attractions.
- City Parks.
- Shopping Canaters.
- Sports Stadiums & Concert Venues.
- Outdoor Music Festivals.
- Colleges & University
- Churches
- Synagogues
- Musque

REVENUE POTENTIAL

What distinguishes Manny's Place is our multiple revenue streams that include:

Economical Model: High-volume takeout without the expensive footprint of a conventional restaurant

Multiple Dayparts: Sales traffic during lunch and dinner as customers pick up gourmet-to-go for later heating and serving

Significant Catering Component: Our crab cakes and other specialties travel well for reheating at dinner parties, corporate events, receptions, and get-together

Significant Catering Component: Our crab cakes and other specialties travel well for reheating at dinner parties, corporate events, receptions, and get-togethers

Take Home Dining: It's not the revenue leader, but it builds a following and adds to the profits take home item reheat for dinner

Profitable :Our mix drives high-end ticket sales and produces ranges estimated average Gross revenues of **\$250,000**

LICENSEE SUPPORT

Manny's Place sees its licensee partners as part of a growing family. We are motivated to see you succeed at every step.

Food Truck Selection and Design

Manny will support **licensee** for selection of the food truck and design .

Business Plan

Manny's Place will develop detail business plan showing 1st, 2nd and 3rd year revenue forecast at no cost to franchisee

Food Truck Design

Manny's Place will design the food truck jointly with based on Manny's Place standard at no cost to franchisee

Licensee Coaching

Manny will provide online and field support to develop your marketing, retail sales, operations, and growth strategies through every stage of ownership.

Technology

We work with leading point-of-sale technology providers to help you serve your customers efficiently while running your business seamlessly.

Our POS system integrates inventory management, recipes, and sales and labor data with store schedules, catering, and third-party delivery.

Marketing

Manny's Place provides, targeted advertising, social media brand stories, seasonal promotions. Signage design , and more.

AVAILABLE MARKET

OPEN IN FIVE EASY STEPS



Step 1

Pre-qualification &
Brand Introduction

Step 2

Application & Brand
Franchise Disclosure
Document

Step 3

CEO Call

Step 4

Discovery Day &
Approval

Step 5

Training & Launch



Our Perfect Candidate



OUR IDEAL PERSON

A Manny's Place franchise owner should understand our "gourmet to go" brand position and unique concept – fast, healthy gourmet meals that you heat fully cooked ready to eat.

They should have a creative entrepreneurial spirit helps to succeed in food truck business.

Local Ownership

Licensee owners should live in or a round an area close to the store in Pennsylvania and for NJ and Delaware recommended not to far away from Philly for better support but this is all up to the franchisee since most of the food items are prepared by franchisee.

Hands-On Ownership

Licensee owners should be involved in the day-today operations

Community Leader

Licensee owners is desired to be involved with in their local community

Location Knowledge

Manny's Place want you to have a familiarity with your desired market.

Open a Manny's Food Truck in 5 Easy Steps



Open a Manny's Food Truck in 5 Easy Steps

Are you ready to take the first step to own a Manny's Place Food Truck Licensee? If you've explored our story and feel you would be a great candidate, follow these six steps to ownership.

STEP 1: PRE-QUALIFICATION & BRAND INTRODUCTION

Once you send in your request for more information, have an initial call with Manny. Together we will determine if you have the qualifications to join the brand, and how well the Manny's Place Food Truck Licensee will meet up with your goals and business objectives. We will then present the Manny's Place story, the unique concept, what it means to be one of our franchise partners.

STEP 2: APPLICATION & LICENSEE DISCLOSURE DOCUMENT

Complete the confidential Manny's Place Franchise Application and receive our Licensee Disclosure Document . This is an required disclosure document for individuals considering a Licensee investment.

We will review in detail this document prior to signing an agreement.

STEP 3:CEO CALL

Next you will get the opportunity to have a 1-to-1 call with Manny the CEO where you can present your thoughts and ask key questions about your role in the business. Manny will do a deeper dive into how we help you set up and startup your new Manny's Place Gourmet to Go Food Truck Licensee.

STEP 4:DISCOVERY DAY & APPROVAL

After a virtual walk-through, you will visit a Manny's store to see "Gourmet To Go" in action. Come to our Support Center in PA to meet the team in person and get a hands-on look at the systems and processes used in a running store. This is a great opportunity to learn about the daily responsibilities, training, marketing, and more.

STEP 5:TRAINING & LAUNCH

Congratulations! You are now one of our newest Manny's Food Truck Licensee owners. We help you with regarding where to get the truck, equipment, ingredients and so on.

Our end-to-end training program ensures that you are fully prepared to launch the business, including onsite training at Manny's Place before, during, and after your opening. We want to ensure that you are ready to deliver a gourmet experience right from the start.

Once the truck is set up, and have your Manny's Place Food Truck come to life!



100% jumbo lump crabcake with no filler. All Panko coated items are flash fried and oven baked. No item is fully fried

Manny's Famous Seafood & More

SEAFOOD PLATTER Side of Slaw & Fries or Onion Rings

Combo #8A Jumbo Lump Crab Cake	15.00
Combo #9A Jumbo Shrimp(2 .)	13.00
Combo #10A Jumbo Oyster(2).....	13.00
Combo #11A Scallops (4).....	14.00
Combo #12A Stuffed Shrimp(2).....	14.00
Combo #13A Fish & Chips.....	15.00
Combo #14A Whiting (2).....	14.00
Combo #15A Stuffed Flounder... W/ Spinach	14.00
Combo # 17A Salmon Platter.. W/ Spinach & Brown rice.....	16.00
Combo # 18A Shrimp Alfredo.....	15.00
Combo # 19A Shrimp Curry(6 pcs.).. W/ Spinach & Brown rice	15.00
Combo # 20A Shrimp Scampi (8 pcs.)w/ Linguini white clam sauce.....	16.00
Combo # 21A Linguini & White Clam Sauce	10.00
Combo # 22A Lobster Tail (4 oz) butter/lemon.....	16.00
Combo # 23A Lobster Tail(4 oz) &Crab Cake.. butter/lemon	28.00
Combo # 24A Crab Cake & 1/4 BBQ Ribs	20.00
Combo # 25A Lobster Tail (4 oz) & 1/4 BBQ Ribs butter/lemon	24.00
Combo # 26A BBQ Ribs (1/2 rack).....	18.00
Combo # 27A Filet Mignon (4 oz) &Crab Cake.....	26.00
Combo # 28 Lobster Tail(4oz) &Filet Mignon (4oz butter/lemon).....	25.00
Combo # 29Snow Crab or Dungeness (1 lb,2 Clusters) w/ corn	35.00

SANDWICH COMBOS (PO-BOYS) Fries or Onion Rings

- Combo #1.... Tuna..... 11.00
 - Combo #3 ..Crab cake.....15.00
 - Combo #5 Shrimp(6 oz.).....13.00
 - Combo #7.Chicken. Parm.....13.00
 - Combo #9 Surf&Turf Burger(Shrimp 3 pcs.).....14.00
 - Combo #10 Lobster roll Connecticut or Maine.....6 oz meat.....25.00
 - Combo #11 Crabmeat Roll w/ 6 oz jumbo Lump Crabmeat.....18.00
 - Combo #12 Shrimp Roll with 6 oz of Shrimp.....15.00
- Combo #2..Seafood Salad.....10.00
 - Combo #4....Oyster.....12.00
 - Combo#6 Flounder.....14.00
 - Combo #8Angus burger.....10.95

- Cold PO-BOYS
- Hot PO-BOYS

APPETIZERS

- Bacon Wrapped Scallops (6).....,14.00
 - Jumbo Stuffed Mushrooms (6).....13.00
 - Clam Strips10.00
 - Bang Bang Shrimp11.00
- Shrimp Cocktail(10)....15.00
 - Calamari Ring10.00
 - Mussels &clam sauce .13.00
 - Popcorn Shrimp10.00

SALADS Dressings: Caesar, Balsamic, Honey Mustard, Ranch

- Caesar.....6.95
 - Spinach Avocado Salad .. 9.95
- Greek Salad.....9.95
 - Garden Salad.....8.95

ADD TOPPING:

- Albacore Tuna5
 - Chicken Tender.....5
 - Seared Salmon..... 9
- Seafood Salad.....4
 - Grilled Shrimp(4).....8
 - Jumbo Lump Crab ,,12

SIDES

- French Fries.....4.00
 - Sweet Potato Fries....4.00
 - Potato Salad3.50
 - Cole Slaw3.50
 - Corn Bread Sliced2.00
 - Cucumber Salad.....3.50
- Onion Rings4.00
 - Garlic Mashed.....3.50
 - Sweet Potatoes Mashed ...3.50
 - Mac & Cheese Ball2.50
 - Mac & Cheese3.50
 - Hush poppies 6.....2.50

Soups 3.95

- Crab Bisque
- Manhattan Clam Chowder
- Spinach Chicken Noodle

Dessert 3.00

- Lemon Cake
- Carrot Cake
- Chocolate Cookie
- Soft Drink 1.50

Take any of food item partially prepared for dinner at home , just follow the heating instruction in oven at 450° for 12~15 minutes dinner is served



Food Truck Startup Estimated Costs			
Used Food Truck		\$35,000	
Business Plan			
Business Registration*		\$115	
Vehicle Registration*		\$88	
Health Permit*		\$625	
Fire Permit*		\$125	
Food Truck License*		\$300	
Initial Event Fee		\$750	
Phone + Internet Setup		\$350	
Marketing Assets		\$500	
Smallware		\$500	
Food Inventory (5 Days)		\$3,000	
Serverware (5 Days)		\$58	
Insurance		\$3,000	
TOTALS		\$44,407	
Food Truck Monthly Operating Costs		Mean	
Parking		\$625	
Commissary Kitchen		\$850	
Phone + Internet		\$100	
POS System		\$75	
Food Inventory		\$7,000	
Serverware		\$350	
Marketing		\$500	
Labor (25-35% of Operating Costs)		\$6,757	
TOTALS		\$29,282	

Total Estimated Investment:	
Used Truck Investment	30,000 ~ \$40,000 USED
Food Service Equipment	\$20,000 – \$30,000
Training as much as needed	No charge from Manny
Food Truck Startup Estimated Costs Franchising Fee Used Truck Investment Food Service Equipment Food Truck Monthly Operating Costs ESTIMATED INITAIL INVESTMENT	\$5000 ~\$5000 \$30'000 ~ \$40,000 \$20,000 ~ \$30,000 \$20,000~ \$30,000 \$75,000 ~ \$105,000

LET'S TALK

Complete the form below or call 215-880-6711, and Manny will reach out with more information. *By submitting this form, you agree to receive communications, including emails, texts and calls from Manny's Place Franchising.*
Rest assured, we will never share your information with a third party.

Fist Name

Last Name

EMAIL

PHONE

ADDRESS

CITY

STATE

ZIP

☐ SINGLE UNIT

☐ MULTIPLE UNITS

LIQUIDITY

NET WORTH

LESS THAN \$75K
\$75K-\$150K
\$150K-\$300K
MORE THAN \$300K

SUBMIT

LESS THAN \$200K
\$200K-\$300K
MORE THAN \$300K

610-771-0101

215-880-6711

www.mannysplace.com

able for this Concept estimated average sales per truck \$200,000~250,000 gross but
assurance mainly it is franchisee effort jointly with 100% of Manny's Place support will do as well.

Manny Food Truck University

MARKET COMPETITORS

Major fast food getting into the more seafood market more than 30 years and due to surging demand for surging the revenue keep getting bigger and bigger.

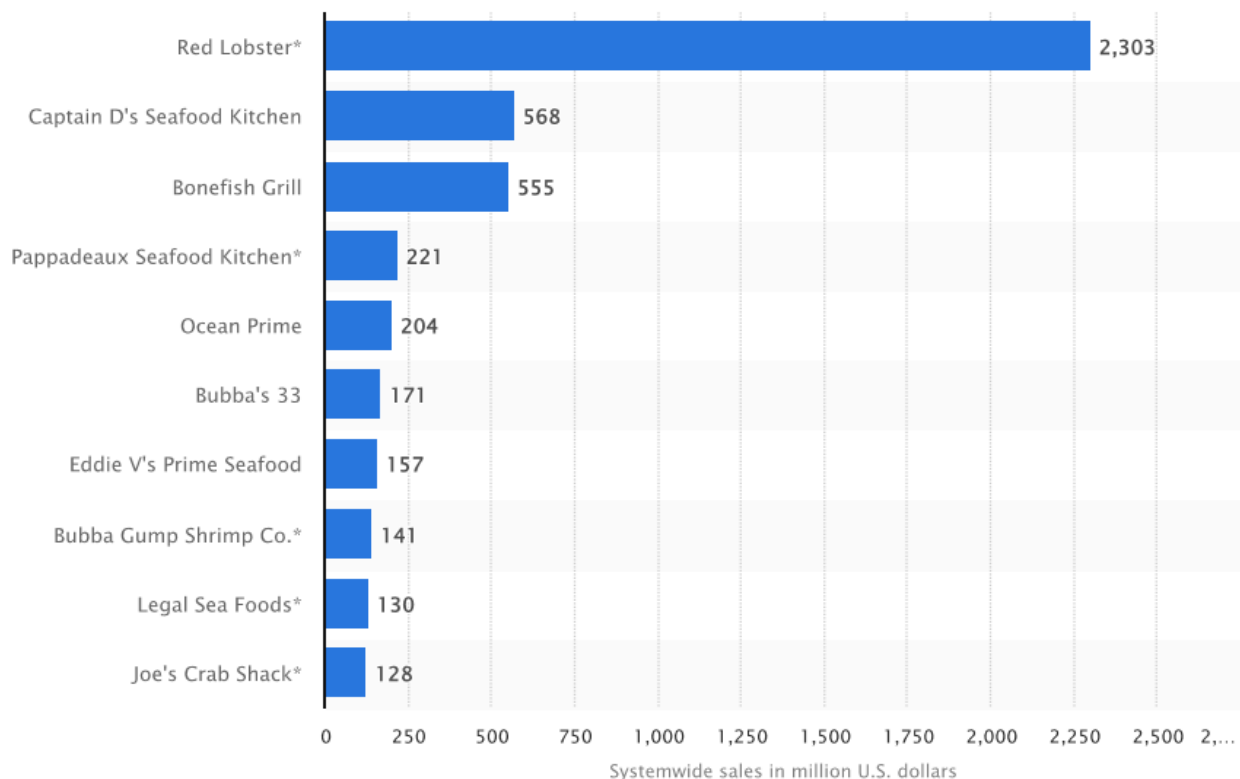
Seafood US Competitors

Competitor	# of Stores in US / Employee	Year 2021 Revenue\$	Yearly Revenue / Store
RED Lobster	749 Stores 55,000 employee	2.6 Billions	\$3.5 million
Bonefish Grill	178 Stores 2,359 employee	544 million	\$3 million
Captain D's Seafood	534 Stores 6000 employee	550 million	\$1.1 million
Legal Sea Foods employee	24 store	\$300 million	\$1.2 million

In 2021, Red Lobster accounted for approximately 2.3 billion U.S. dollars in annual sales, making it the leading seafood restaurant chain in the United States in terms of systemwide sales. Second in the ranking by a large margin was Captain D's Seafood Kitchen, with sales reaching 568 million U.S. dollars in 2021. Aug 26, 2022

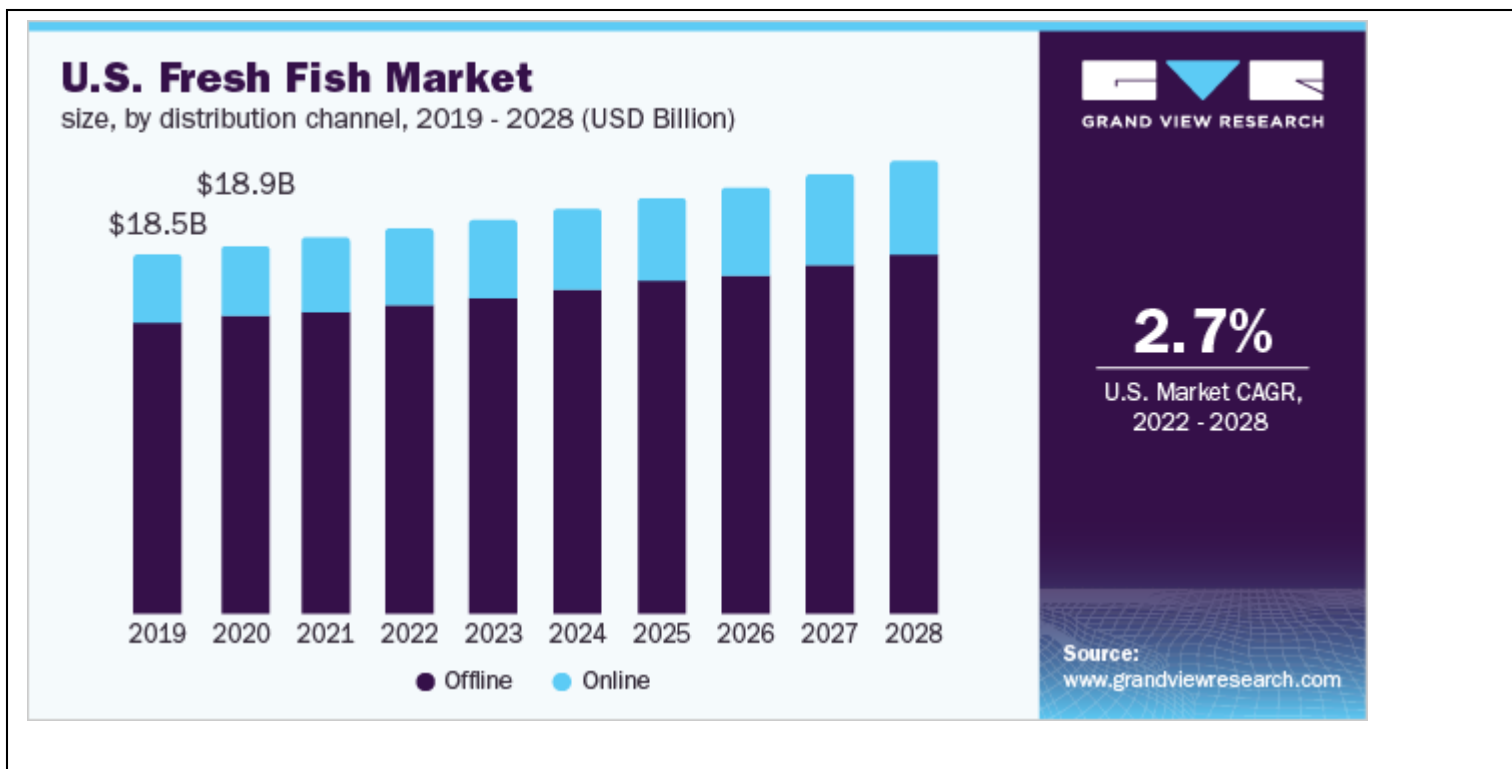
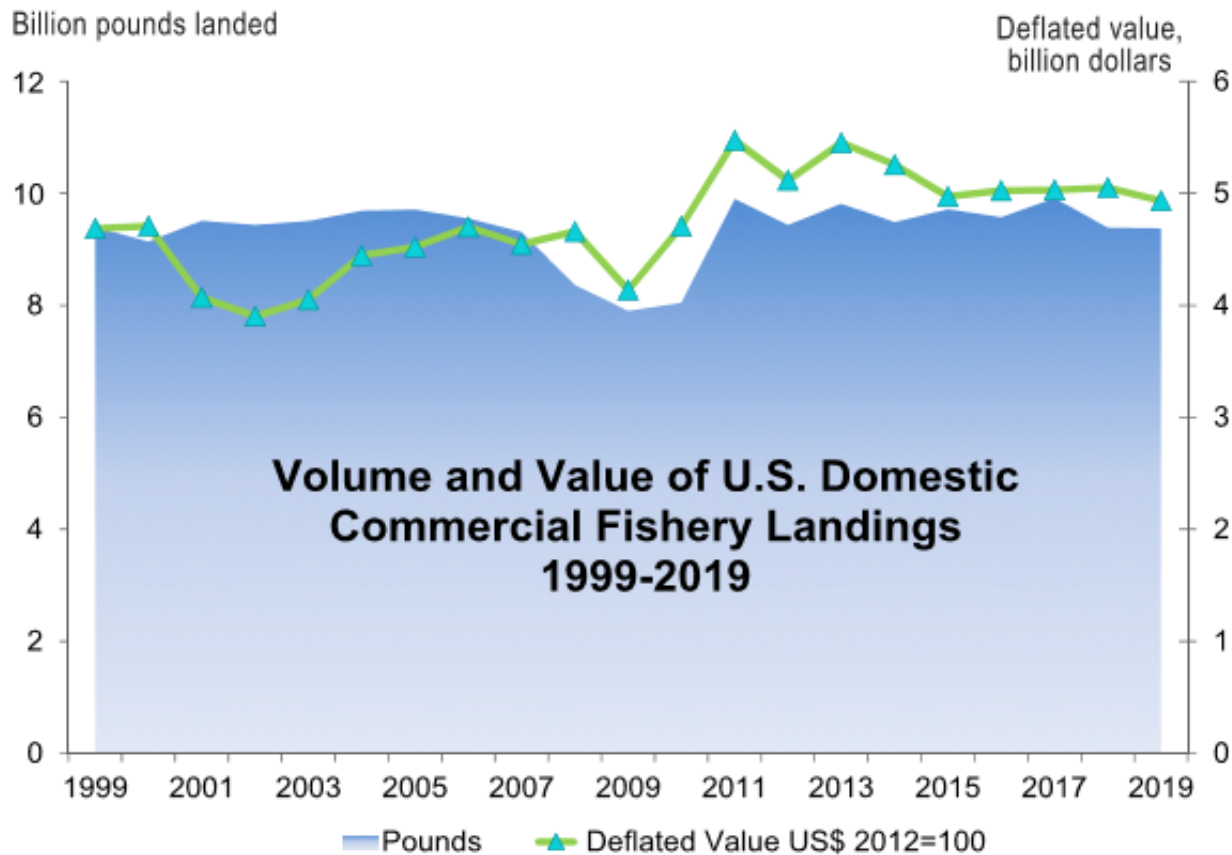
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Largest seafood restaurant chains by sales US 2021 | Statista

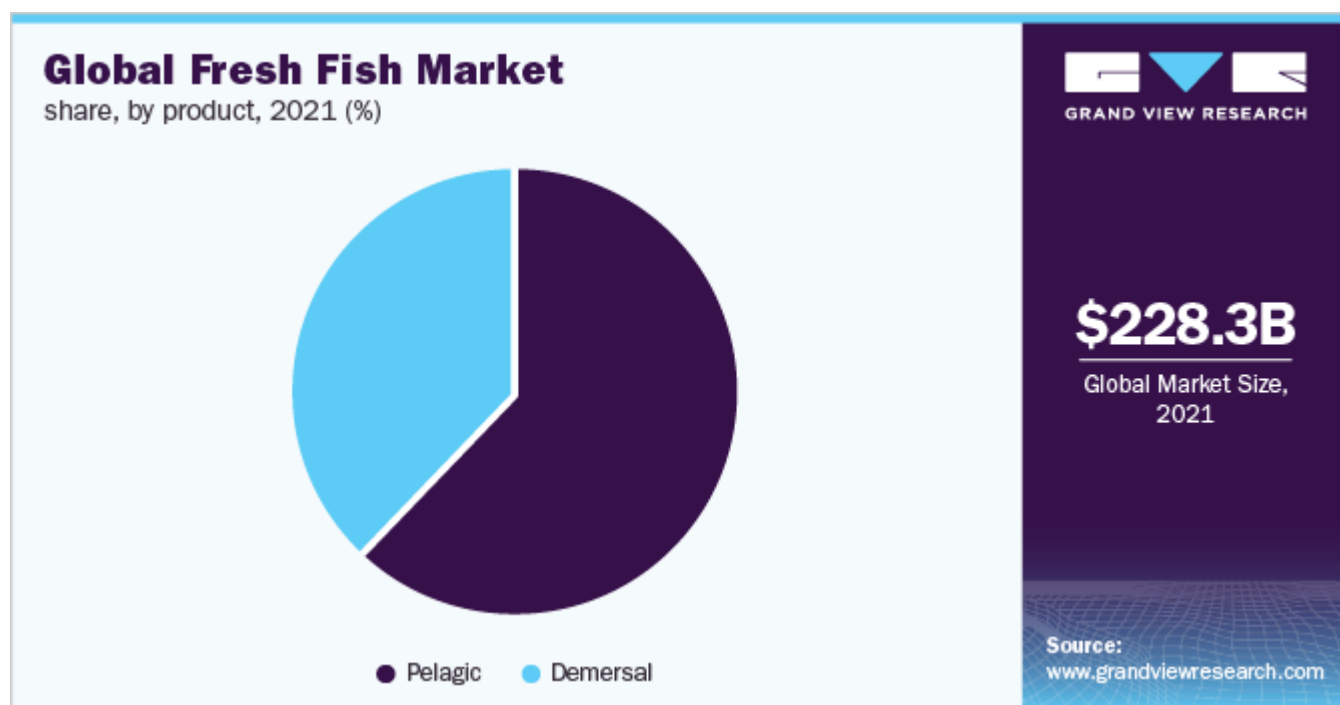
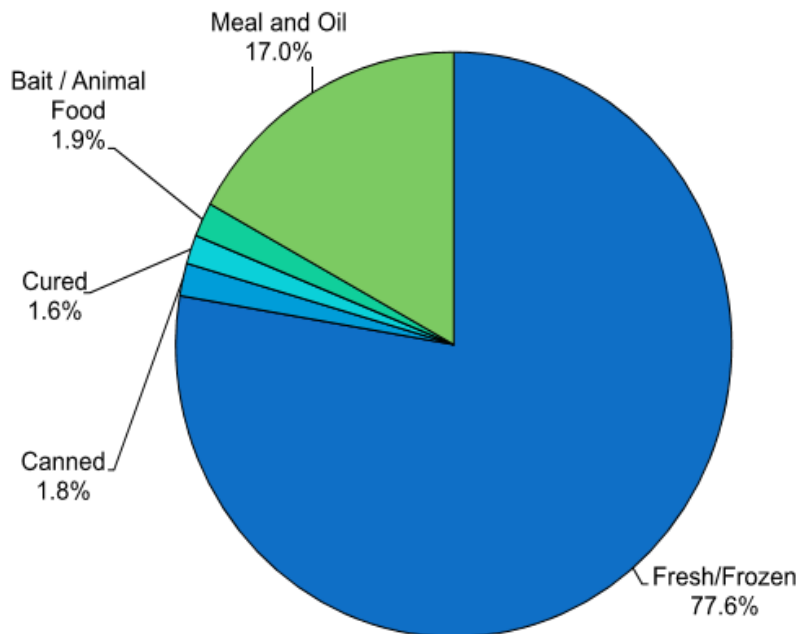


Commercial Fisheries and the Seafood Industry

COMMERCIAL FISHERIES LANDINGS U.S. commercial fishermen landed 9.3 billion pounds of fish and shellfish in 2019 valued at \$5.5 billion. These figures are essentially unchaned from 2018, with a less than 1% decline in volume and 2% in value.



USES OF U.S. DOMESTIC COMMERCIAL LANDINGS While most fish caught in the United States is consumed as seafood, about 19 percent of the 2019 catch was used for other products such as pet food, fish meal, and oil.

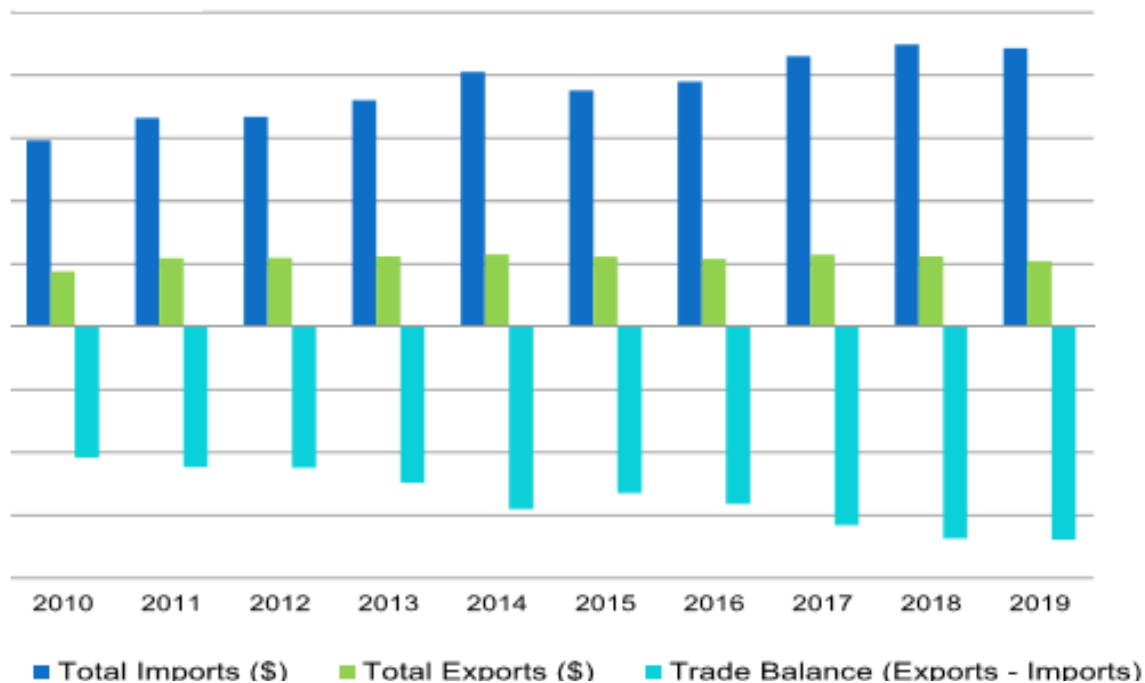


Imports and Exports

To meet consumer demand, the United States continues to be a major importer of seafood. Between 70 percent and 85 percent of the seafood consumed in the United States (by edible weight) is imported. This measure has been rising in recent years reflecting an increase in imported seafood. However, a significant portion of this imported seafood is caught by American fishermen, exported overseas for processing, and then reimported to the United States. Exports have decreased slightly compared to 2018.

U.S. Trade Balance in Edible Fishery Products, 2010-2019

Billion dollars

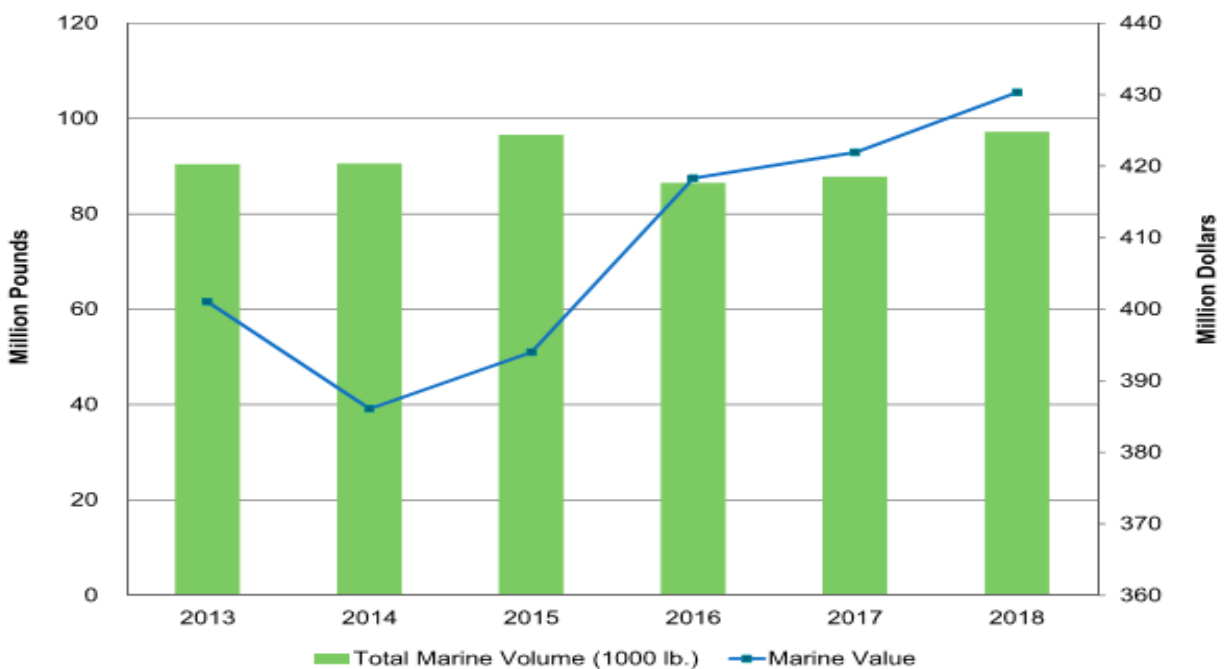


Aquaculture

The U.S. aquaculture industry (marine and freshwater) produced \$1.5 billion worth of seafood in 2018, holding steady. Because aquaculture focuses on high-value food species, the value of U.S. aquaculture production equals about 21 percent of the value of total U.S. seafood production, while the volume equals 7 percent of the total production. The top U.S. marine aquaculture species are oysters (\$219 million), clams (\$122 million), and Atlantic salmon (\$66 million). VOLUME AND

VALUE OF MARINE AQUACULTURE PRODUCTION, 5 YEARS

VOLUME AND VALUE OF MARINE AQUACULTURE PRODUCTION, 5 YEARS



WEBSITES TO GET MORE FAMILIARITY WITH FOOD TRUCK BUSINESS

<https://blog.wesellrestaurants.com/the-pros-and-cons-of-food-trucks-how-to-decide-if-a-food-truck-is-right-for-your-business>

<https://www.chefstore.com/about/blog/are-food-trucks-profitable/>

https://www.sizemoreultimatefoodtrucks.com/?gclid=EAIaIQobChMI7trLfo-wIVj0lyCh1y5gVoEAAYASADEgLENvD_BwE

https://elhajcustomfoodtrucks.com/new-trucks/?gclid=EAIaIQobChMIgq6v9rjo-wIVx_rICh1HEQwOEAAAYAiAAEgLx1_D_BwE

https://farmtruckphilly.com/?gclid=EAIaIQobChMIgq6v9rjo-wIVx_rICh1HEQwOEAAAYBCAAEgIgEfD_BwE

<https://www.businessnewsdaily.com/9237-how-to-start-food-truck-business.html>

<https://www.jerrys-kitchen.com/>

<https://fitsmallbusiness.com/how-to-start-a-food-truck/>

<https://www.nerdwallet.com/article/small-business/how-to-start-a-food-truck-business>

<https://squareup.com/us/en/townsquare/how-to-start-food-truck>

<https://www.redferndynamics.com/gallery>

https://californiacartbuilder.com/?gclid=EAIaIQobChMI_uPWomNo-wIVUODICh0yLwvzEAAYASAAEgIRwPD_BwE

https://packagedeliverytrucksforsale.com/?utm_source=ryan&utm_medium=cpc&utm_campaign=stepvans&gclid=EAIaIQobChMIpLSc48no-wIVGZXICh2ZwQ7zEAAYASAAEgJ3jfD_BwE

https://www.redferndynamics.com/?matchtype=p&network=s&device=c&keyword=food%20truck%20for%20sale&campaign=10632287907&adgroup=104528051229&gclid=EAIaIQobChMIpLSc48no-wIVGZXICh2ZwQ7zEAAYBCAAEgKuTvD_BwE

<https://allamericanfoodtrucks.com/>

<https://concessionnation.com/shop/food-trucks/>

<https://concessionnation.com/shop/food-trucks/custom-food-trucks-for-sale/>

<https://foodtruckscanada.ca/>

https://packagedeliverytrucksforsale.com/?utm_source=ryan&utm_medium=cpc&utm_campaign=stepvans&gclid=EAIaIQobChMIpLSc48no-wIVGZXICh2ZwQ7zEAAYASAAEgJ3jfD_BwE

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