



Original Shaved Ice Company

FRANCHISING



Franchise Information Summary

INTRODUCTION

THANK YOU FOR YOUR INTEREST IN BAHAMA BUCKS

Please take some time to read about the details of our franchise opportunity. We look to accomplish the following objectives:

1. To provide you with enough high-level detail to fully understand what makes this business unique, profitable, valuable to the customer, defensible in the marketplace, scalable, and a wise place to put time, money, and effort for the right person.
2. To help you determine if the business is in alignment with your goals and objectives
3. To help ensure you meet our minimum qualifications as a franchisee
4. And if we successfully complete objectives 1-3, to engage you in a meaningful dialogue and conduct a “Getting to Know You” introductory conversation.

Among other things, we will answer many frequently asked questions, such as:

- What is the brand and product/service?
- What makes this product/service unique?
- What is the investment?
- What are the average unit sales?
- And most importantly, what is the profile of a successful existing franchisee?

We look forward to your learning more.

We look forward to the opportunity to speak further and answer any additional questions this information creates.

Thank you for investing your time.
We don't take such an investment lightly.

The Bahama Bucks Team



WHO IS BAHAMA BUCKS?

**OVER 120
STORES OPEN**
and under development

Bahama Bucks is an industry leader in gourmet shaved ice and frozen desserts, founded in 1990 by Blake Buchanan in Lubbock, Texas. What started as a single shop inspired by a tropical cabana has grown to **over 118 franchised locations and 4 company-owned stores across the US and Puerto Rico, with more underway.**

Our brand seeks to create a “mini-vacation” experience, delighting guests with proprietary flavors, cheerful service, and a tropical atmosphere. Customers choose Bahama Bucks for quality, consistency, and, like the original Starbucks experience, a memorable escape from the mundane of everyday life.

Average Sales over \$500K
Top Stores Average Sales over \$700K
See FDD for details.



TOP REASONS WHY FRANCHISEES INVEST IN BAHAMA BUCKS

1. Strong Branding

Bahama Buck's positions itself as the premier "tropical dessert" / shaved ice franchise, offering more than just ice — the vibe, branding, and variety of flavors support a distinct positioning. (Bahama Buck's Franchising).

2. Proven Business Model & Track Record

With over 115 open locations and under development, Bahama Bucks has proven itself as a unique, profitable, and scalable business.

3. Modest Entry Cost

- Investment starts at **\$528,050**
- Bahama Bucks model is flexible, working well in multiple location formats such as kiosks, inline, and freestanding locations.

4. Non-perishable Inventory

The core product (shaved ice, syrups, flavorings) has a long shelf life and little risk of spoilage.

5. Low Labor Cost

Because of the limited menu and speed of service, we operate with few employees.

6. Strong Operational Support & Marketing Infrastructure

Bahama Buck's provides robust support: site selection assistance, training (in "Bahama Bucks University"), operations manuals, ongoing training, marketing & social media support.

7. High Margins

Because of our high perceived value, solid brand positioning against other frozen desserts, and the low cost of syrups, ice, and paper goods, franchisees enjoy a low cost of sales relative to other food establishments.

8. Community Involvement

Bahama Buck's franchisees are solid corporate citizens, engaging in local community events such as school programs and sporting events.

9. Scalability

Because the business can be run effectively with semi-skilled labor, owners are free to work on their business, building the brand, reaching out to the community, and opening new locations.

10. Brand Experience

Bahama Bucks creates a unique customer experience that transcends the product. Bahama Bucks offers customers a tropical destination distraction from their ordinary day-to-day activities.

Franchisees enjoy a low cost of sales relative to other food establishments



BRAND HISTORY

BAHAMA BUCKS BEGAN IN 1990 WHEN FOUNDER BLAKE BUCHANAN OPENED A SINGLE SNO SHACK IN LUBBOCK, TEXAS WHILE STILL A COLLEGE STUDENT.

The tropical theme, unique flavors, and joyful guest experience gained local popularity. The brand incorporated in 1992, began franchising in 1993, and steadily expanded through focused growth.

Critical milestones include the formation of an affiliated distributor (Trade Winds Distribution) in 2008 and surpassing 100 open locations by 2021.

As of 2024, Bahama Bucks operates in 12 states and Puerto Rico and continues to expand nationally.



MEET THE LEADERSHIP TEAM

BAHAMA BUCKS REMAINS A FAMILY-FRIENDLY, FAMILY-STYLE CORPORATE CULTURE.



Blake Buchanan – CEO & President (founder):

Opened the first Bahama Bucks in 1990, over 30 years industry experience.



Andrew Packer – Chief Strategy Officer:

MBA Graduate; C-Suite since 2025.



Eric Lee – CFO, Secretary, Treasurer & Director:

Oversees finance, compliance, and operations since 1992.



Zyler Buchanan – Business Development Manager:

Joined in 2022.



Kippi Buchanan – Director & Assistant Secretary:

Field operations and support.



ABOUT THE FROZEN DESSERT INDUSTRY

ACCORDING TO U.S. FROZEN DESSERT MARKET, DESSERTS EATEN OUTSIDE THE HOME REPRESENT \$33 BILLION BUSINESS, EXPECTED TO GROW TO \$50 BILLION BY 2032.

This represents 4.6% annual growth, almost doubling the US economy's growth rate.



ABOUT OUR PRODUCTS AND SERVICES

SIGNATURE SNOS



SHARK ATTACK SNO

Berry Colada flavor with Sour Patch® Sauce

MANGONADA EXTREME

Mango flavor with Chamoy, Mangos, Chili Salt, & a Tamarindo Straw on top

NERDS® RAINBOW

Nerds® unique Strawberry flavor with Nerds® Rainbow Candy

OREO® COOKIE

Cookies and cream flavor with Oreo® Creme & Oreo® Cookie Pieces

LEMONBERRY WARHEADS®

Lemonberry Warheads® flavor with Warheads® Sour Spray

BOMB POP®

Classic Bomb Pop® flavor with a Bomb Pop® Jr. Popsicle on top

GUMMY BEAR

Gummy Bear flavor with mini Gummy Bears

BIRTHDAY PARTY

Birthday Cake flavor with Tropic Creme & Party Sprinkles

TROPICAL BLUE COCONUT

Blue Coconut flavor with Tropic Creme

MANGONADA

Mango flavor with Chamoy & Chili Salt

ROYAL PRINCESS

Princess flavor with Tropic Creme & Princess Sprinkles

PEACH COBBLER

Peach flavor, Vanilla Bahama Rama Mama & Cinnamon Sugar

TIGER'S BLOOD PICCADILLY

Tiger's Blood flavor & Piccadilly

SOUR PATCH KIDS® REDBERRY®

Sour Patch Kids® Redberry® flavor with Sour Patch® Sauce & Sour Sand™

SOUR PATCH KIDS® BLUE RASPBERRY

Blue Raspberry flavor with Sour Patch® Sauce & Sour Sand™

STRAWBERRY CHEESECAKE DELIGHT

Strawberry Cheesecake flavor & Vanilla Bahama Rama Mama

PIÑA COLADA BREEZE

Piña Colada flavor with Tropic Creme

STRAWBERRIES AND CREME

Strawberry flavor with Tropic Creme

UNICORN

Rainbow Sno with whipped cream & Party Sprinkles



ABOUT OUR PRODUCTS AND SERVICES

ISLAND SMOOTHIES



WATERMELON MANGO SUNRISE

A refreshing blend of watermelon, mango, orange & non-fat vanilla Greek yogurt

AÇAÍ BERRY BREEZE

Antioxidant-rich açai and mixed berries blended with strawberries and non-fat vanilla Greek yogurt makes the perfect açai smoothie

STRAWBERRY BANANA CALYPSO

Classic strawberry and banana fruit blended with non-fat vanilla Greek yogurt makes the perfect strawberry banana smoothie

BAHAMA COLADA

Juicy pineapple fruit and creamy coconut blended with non-fat vanilla Greek yogurt make a delicious healthy smoothie

MANGO TANGO

A refreshing blend of mango fruit, our gourmet mango flavor, and non-fat vanilla Greek yogurt

OASIS

Sweet strawberry and banana fruit blended with orange, creamy coconut and non-fat vanilla Greek yogurt



ABOUT OUR PRODUCTS AND SERVICES

BUCK'S BOWLS



Enjoy a healthier, delicious, alternative to dessert with a Buck's Bowl! Made to order and topped with fresh strawberries, bananas, nut-free granola, coconut flakes, and honey.

A blend of açai with the best tasting island ingredients deliver a unique tropical taste with tremendous health benefits. Topped with fresh strawberries, bananas, nut-free granola, coconut flakes, and honey, the healthy Açai Bowl is a true taste of paradise! Available at participating shops. A delicious bowl on the lighter side! A blend of nonfat vanilla Greek yogurt, topped with strawberries, bananas, nut-free granola, coconut flakes, and a drizzle of honey.

BAHAMA SODAS



We blend your favorite soft drink, our original gourmet flavors, and Tropic Creme to create the ultimate soda experience!

A new take of a traditional coke float. Coca Cola® mixed with rich Vanilla flavor & Tropic Creme.

- Sip on a refreshing blend of Sprite®, Piña Colada flavor & Tropic Creme.
- Escape to paradise with a mix of Dr. Pepper®, White Coconut flavor & Tropic Creme.
- Dive into a thirst-quenching blend of Sprite® and Blue Coconut flavor.
- Everyone's favorite soda combination of Sprite®, Cherry flavor & fresh squeezed lime.

RED BULL® INFUSIONS



Our Red Bull® Infusions pair your favorite energy drink with our famous Bahama Buck's flavors!

- This refreshing blend of Red Bull®, Bahama Buck's famous Wavebender flavor, Tropic Creme, and fresh-squeezed lime is the ultimate pick-me-up.
- Add a boost to your day with a cool fusion of Red Bull®, Strawberry and Raspberry flavors, and Tropic Creme.
- Summer just got a whole lot cooler with Buck's peachiest Red Bull Infusion! Red Bull® with Peach flavor, and Tropic Creme.
- Experience this electrifying blend of Red Bull®, Lemon flavor, and Tropic Creme.



WHAT ARE THE STARTUP COSTS?

TYPICAL INITIAL INVESTMENT RANGES FROM \$528,050 TO \$1,223,050*

Factors affecting your investment: size/location of store, equipment options, and local market conditions.

Expenses (Note 1)	Estimated Dollar Ranges		Method of Payment/ Financing	When Due	To Whom Paid
	Low	High			
Initial Franchise Fee (Note 2)	\$34,500	\$34,500	Lump sum	Upon signing Franchise Agreement	Bahama Buck's
Travel (Note 3)	\$0	\$2,000	Lump sums	As incurred	Airlines or Car
Living Expenses While Training (Note 4)	\$0	\$1,500	As incurred	During training	Hotels & Restaurants
Rent (Note 5)	\$5,000	\$14,000	Lump sums	Usually monthly	Seller, Landlord, Lender
Build-out of existing leased space or Costs for a Free-standing building (Note 6)	\$270,000	\$800,000	Lump sums	During and upon completion of construction	Contractors
Provisional Architect Review Fee (Note 7)	\$5,000	\$5,000	Lump sum	Upon Submission of your selected Architect's Plan	Bahama Buck's
Signage & Decor (Note 8)	\$35,000	\$60,000	Lump sums	As incurred	Vendors and Bahama Buck's and/or its affiliate Bahama Buck's
Cash registers and related equipment (Note 9)	\$6,500	\$15,500	Lump sums	As incurred	Vendor
Equipment (Note 10)	\$117,000	\$145,000	Lump sums	As incurred	Vendors and Bahama Buck's affiliate
Inventory (Note 11)	\$19,000	\$22,000	Lump sums	As incurred	Vendors and Bahama Buck's affiliate
Supplies (including BB Logoed apparel and products) (Note 12)	\$50	\$50	Lump sums	As insured	Vendors and/or Bahama Buck's Affiliate
Utility Deposits (Note 13)	\$500	\$1,000	Lump sums	As incurred	Utility Companies
Insurance (Note 14)	\$2,000	\$5,000	Lump sums	Quarterly	Insurance Carriers
Professional Services (Note 15)	\$12,500	\$75,000	Lump sums	As incurred	Architect/Engineer Attorney/ Accountant
Licenses & Permits (Note 16)	\$500	\$1,000	Lump sums	As incurred	Government Authorities
Advertising (Note 17)	\$500	\$1,500	Lump sums & monthly	As incurred	Telephone Company and Media
ADDITIONAL OPERATING FUNDS FOR 3 MONTHS** (Note 18)	\$20,000	\$40,000	Lump sums & monthly	As incurred	Vendors, Bahama Buck's
TOTALS (Note 19)	\$528,050	\$1,223,050			

*See Item 7 chart in FDD for full breakdown



WHAT ARE CUSTOMERS SAYING ABOUT BAHAMA BUCKS?

“Love Bahama Bucks! Always have plenty of options, and the staff are always polite! Today I believe the owners served my husband and I, and it was a great experience.”

— **Lorin B., Orlando, FL**

“Service is top tier, the ambiance is great for Sunday Funday with the family. Beat the heat with a dreamiscle shaved ice.”

— **Eugene J., San Antonio, TX**

“Bahama Buck’s has so many choices and each time I get something it always tastes fresh and very tasty! Only problem is this place causes one to have headaches ‘cold burns’ because I eat too fast!”

— **Dana F., Lubbock, TX**

“Great service. Very nice employees. Absolutely delicious product. Would I come back again? Absolutely! 100% recommend.”

— **Julie N., Phoenix, AZ**

“Love this place when in town from NY. Always refreshing.”

— **Gabriella M., Orlando, FL**

“This location is awesome! The drive thru staff is super helpful and friendly. Tried the strawberry cheesecake delight and a mixed-flavor one—both were good!”

— **Kirsten W., San Antonio, TX**

“So freaking good. There are soooooo many flavors. Me and all my college friends love it and go there all the time since it’s so hot in Phoenix. Try ice cream in your shaved ice because it tastes awesome!”

— **CaliforniaSun92 A., Mesa, AZ**

“Bahamas Buck’s is the only place I’ll go out my way to get snow cones from! The staff was happy to help out and the table was clean. We will definitely visit again.”

— **James T., Austin, TX**



Customers choose Bahama Bucks for quality, consistency, and a memorable escape from the mundane of everyday life.



HOW DO I PROMOTE MY BUSINESS?

- Local fundraising, school and community events, team sponsorships
- Active social media: Facebook, Instagram, TikTok
- Opportunities for franchisees to host and sponsor parties, events, and charity days

SOCIAL MEDIA MARKETING



Bahama Bucks offers customers a tropical destination distraction from their ordinary day-to-day activities.



IS MY TERRITORY AVAILABLE? ?

ALL FRANCHISEES RECEIVE PROTECTED TERRITORIES.

Top priority markets include: Alabama, Arkansas, California, Colorado, Florida, Georgia, Kansas, Maryland, Mississippi, Missouri, North Carolina, Nevada, Tennessee.

[Schedule a time](#) to speak with us to see if your territory is available.



WHAT MAKES A GOOD LOCATION?

EACH LOCATION IS APPROXIMATELY 1,000–1,800 SQ FT.

We look for strong visibility, sufficient parking, easy access, proximity to schools and residences, and convenient shopping (groceries).



WHO IS THE IDEAL FRANCHISE CANDIDATE?

- Community-oriented
- Fun
- Credit score of at least 660
- US resident or Green Card
- No criminal background
- No bankruptcy over the last 7 years
- Liquidity of \$125K
- Net worth of \$600K



HOW DO I FINANCE MY BUSINESS?

Franchisees often use one of the following methods to finance their business:

- SBA
- ROBS (401K Rollover)
- HELOC (home equity line of credit)

[Speak with us](#) to help you determine your best option.



WHAT ARE FRANCHISEES SAYING ABOUT BAHAMA BUCKS?



“The most rewarding thing about owning a Bahama Buck’s is working with our Avalanche Crew. Seeing them go off and come back to visit and to just see how much they have grown is just astonishing. On some level, I’d like to think that some of the stuff that we did here was beneficial for them to grow and helped them accomplish and achieve what they have now and who they have become.”

- Scott & Gerri Anne Morris, Round Rock & Leander, TX



“I like Buck’s because of how fun it is, the atmosphere, the flavors, and its good vibes. Once we met the family, Blake, and everyone at corporate, it was pretty much a done deal with us.”

- LaVern and Roman Peña, Buda, TX



WHAT IS THE NEXT STEP?

IF YOU MEET OUR MINIMUM QUALIFICATIONS, LET'S SPEAK.

[Click here](#) to schedule a call.





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