

Provision	Section in Area Development Agreement	Summary
v. Choice of forum	Section 19	Except for certain claims, all disputes must be mediated, arbitrated, and if applicable, litigated in the principal city closest to our principal place of business (currently Pittsburgh, Pennsylvania), subject to applicable state law.
w. Choice of law	Section 18	Pennsylvania law applies, subject to applicable state law.

ITEM 18

PUBLIC FIGURES

We do not use any public figure to promote our franchise.

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

As of December 31, 2024, we had 18 franchised TDS Businesses (“Franchised Locations”) and 6 affiliate-owned TDS Businesses (“Affiliate Locations”) in operation for the entire calendar year of 2024. This Item 19 provides a historical financial performance representation for the 18 Franchised Locations that provided financial data to us and 6 Affiliate Locations that were open as of December 31, 2024 (“Reporting Group”) for the period from January 1, 2024 to December 31, 2024. (“Reporting Period”).

Franchised TDS Businesses are similar to our Affiliate Locations in terms of competition, services, and goods offered. However, Affiliate Locations have different financial obligations, paying a lower Royalty and Brand Fund Contribution, and are exempt from the Technology Fee. Where applicable, this information has been adjusted to reflect the Royalty, Brand Fund Contribution and Technology Fees had the Affiliate Locations incurred the full amount of these franchisee expenses (see Notes). The TDS Businesses in the Reporting Group offered substantially the same products and services to the public as you will.

The financial performance information for the Affiliate Locations was taken from unaudited profit and loss statements for the Reporting Period, and the financial performance information for the Franchised Locations was taken from reports submitted to us using our uniform reporting system. The financial performance information for both the Affiliate Locations and the Franchised Locations was prepared on an accrual basis of accounting.



Sorted by Age of Store

Store Name	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Tech Fee	Net Revenue less selected expenses
The Dog Stop East End	2009	11700	\$721,034	\$36,139	\$57,067	\$33,466	\$369,303	\$19,343	\$44,533	\$14,844	\$5,446	\$140,894
The Dog Stop South Hills	2011	9200	\$913,879	\$75,200	\$84,405	\$35,731	\$494,340	\$23,858	\$54,980	\$18,327	\$5,446	\$121,591
The Dog Stop Strip District	2013	9765	\$919,590	\$53,584	\$189,050	\$28,888	\$428,849	\$28,306	\$54,783	\$18,261	\$5,446	\$112,423
The Dog Stop Monroeville	2014	11500	\$845,929	\$51,872	\$119,430	\$38,358	\$373,379	\$24,008	\$60,769	\$9,798	\$5,046	\$163,271
The Dog Stop Pinhook	2015	9605	\$1,193,675	\$111,221	\$87,752	\$15,613	\$568,160	\$48,193	\$51,567	\$11,691	\$5,046	\$294,432
The Dog Stop Wexford	2015	9819	\$794,247	\$16,512	\$152,195	\$18,516	\$427,868	\$22,415	\$48,254	\$16,085	\$5,446	\$86,958
The Dog Stop of Middletown	2018	8000	\$914,036	\$2,566	\$104,540	\$27,540	\$474,477	\$23,643	\$47,707	\$16,097	\$5,046	\$212,421
The Dog Stop Trussville	2018	5000	\$800,475	\$17,977	\$41,084	\$35,908	\$515,025	\$45,734	\$39,184	\$15,674	\$5,046	\$84,844
Dog Stop USC	2018	8055	\$1,127,580	\$9,672	\$68,042	\$36,527	\$477,843	\$24,305	\$78,347	\$14,042	\$3,146	\$415,655
The Dog Stop Stuart	2019	6600	\$539,141	\$42,593	\$142,179	\$24,560	\$239,230	\$25,218	\$32,089	\$10,696	\$5,046	\$17,529
The Dog Stop Boardman	2019	9985	\$756,978	\$19,482	\$108,162	\$37,830	\$400,713	\$19,152	\$45,867	\$15,289	\$5,446	\$105,037
Dog Stop of Metairie, LLC	2019	10000	\$1,154,322	\$63,728	\$172,227	\$40,763	\$519,897	\$37,322	\$85,575	\$23,086	\$5,446	\$206,277
Bark Public House	2019	5640	\$1,446,164	\$34,510	\$236,392	\$35,508	\$671,741	\$37,670	\$65,285	\$28,937	\$5,046	\$321,076
The Dog Stop Richmond	2020	8493	\$577,684	\$23,290	\$176,951	\$13,281	\$252,110	\$22,330	\$34,221	\$11,407	\$5,046	\$39,047
The Dog Stop Pensacola	2020	10400	\$717,914	\$36,802	\$128,406	\$38,197	\$357,483	\$19,636	\$42,533	\$15,210	\$5,600	\$74,046
The Dog Stop Brunswick	2020	4470	\$378,602	\$10,000	\$67,802	\$13,447	\$137,678	\$4,605	\$23,638	\$7,879	\$5,546	\$108,007
The Dog Stop Deerfield	2021	14009	\$2,599,757	\$34,375	\$387,937	\$66,822	\$1,207,931	\$43,077	\$145,543	\$39,246	\$5,046	\$669,780
The Dog Stop Franklinton	2022	9600	\$719,495	\$4,228	\$105,600	\$21,996	\$407,474	\$15,478	\$43,480	\$14,493	\$5,246	\$101,500
The Dog Stop Carnegie	2022	5470	\$550,719	\$11,998	\$81,563	\$25,613	\$296,274	\$17,549	\$28,118	\$11,247	\$5,046	\$73,312
The Dog Stop Bothell	2022	6035	\$828,159	\$33,994	\$253,163	\$18,168	\$316,943	\$21,531	\$48,643	\$16,344	\$5,046	\$114,328
The Dog Stop Kenner	2023	12664	\$955,534	\$69,647	\$159,844	\$39,155	\$410,528	\$22,879	\$63,936	\$19,111	\$5,046	\$165,388
The Dog Stop Allison Park	2023	10855	\$791,644	\$53,758	\$124,200	\$29,753	\$382,657	\$21,740	\$48,040	\$16,013	\$5,446	\$110,036
The Dog Stop Centreville	2023	8594	\$831,115	\$29,012	\$176,871	\$28,829	\$488,616	\$23,178	\$49,978	\$16,659	\$5,446	\$12,527
The Dog Stop Argyle	2023	7900	\$936,373	\$15,050	\$185,979	\$29,371	\$484,647	\$33,413	\$56,800	\$18,933	\$5,446	\$106,734
AVG:	2019	8890	\$917,252	\$35,717	\$142,118	\$30,577	\$445,965	\$26,024	\$53,911	\$16,640	\$5,169	\$160,713



Sorted by Size of Store

Store Name	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Tech Fee	Net Revenue less selected expenses
The Dog Stop Brunswick	2020	4470	\$378,602	\$10,000	\$67,802	\$13,447	\$137,678	\$4,605	\$23,638	\$7,879	\$5,546	\$108,007
The Dog Stop Trussville	2018	5000	\$800,475	\$17,977	\$41,084	\$35,908	\$515,025	\$45,734	\$39,184	\$15,674	\$5,046	\$84,844
The Dog Stop Carnegie	2022	5470	\$550,719	\$11,998	\$81,563	\$25,613	\$296,274	\$17,549	\$28,118	\$11,247	\$5,046	\$73,312
Bark Public House	2019	5640	\$1,446,164	\$34,510	\$236,392	\$35,508	\$671,741	\$37,670	\$65,285	\$28,937	\$5,046	\$321,076
The Dog Stop Bothell	2022	6035	\$828,159	\$33,994	\$253,163	\$18,168	\$316,943	\$21,531	\$48,643	\$16,344	\$5,046	\$114,328
The Dog Stop Stuart	2019	6600	\$539,141	\$42,593	\$142,179	\$24,560	\$239,230	\$25,218	\$32,089	\$10,696	\$5,046	\$17,529
The Dog Stop Argyle	2023	7900	\$936,373	\$15,050	\$185,979	\$29,371	\$484,647	\$33,413	\$56,800	\$18,933	\$5,446	\$106,734
The Dog Stop of Middletown	2018	8000	\$914,036	\$2,566	\$104,540	\$27,540	\$474,477	\$23,643	\$47,707	\$16,097	\$5,046	\$212,421
Dog Stop USC	2018	8055	\$1,127,580	\$9,672	\$68,042	\$36,527	\$477,843	\$24,305	\$78,347	\$14,042	\$3,146	\$415,655
The Dog Stop Richmond	2020	8493	\$577,684	\$23,290	\$176,951	\$13,281	\$252,110	\$22,330	\$34,221	\$11,407	\$5,046	\$39,047
The Dog Stop Centreville	2023	8594	\$831,115	\$29,012	\$176,871	\$28,829	\$488,616	\$23,178	\$49,978	\$16,659	\$5,446	\$12,527
The Dog Stop South Hills	2011	9200	\$913,879	\$75,200	\$84,405	\$35,731	\$494,340	\$23,858	\$54,980	\$18,327	\$5,446	\$121,591
The Dog Stop Franklinton	2022	9600	\$719,495	\$4,228	\$105,600	\$21,996	\$407,474	\$15,478	\$43,480	\$14,493	\$5,246	\$101,500
The Dog Stop Pinhook	2015	9605	\$1,193,675	\$111,221	\$87,752	\$15,613	\$568,160	\$48,193	\$51,567	\$11,691	\$5,046	\$294,432
The Dog Stop Strip District	2013	9765	\$919,590	\$53,584	\$189,050	\$28,888	\$428,849	\$28,306	\$54,783	\$18,261	\$5,446	\$112,423
The Dog Stop Wexford	2015	9819	\$794,247	\$16,512	\$152,195	\$18,516	\$427,868	\$22,415	\$48,254	\$16,085	\$5,446	\$86,958
The Dog Stop Boardman	2019	9985	\$756,978	\$19,482	\$108,162	\$37,830	\$400,713	\$19,152	\$45,867	\$15,289	\$5,446	\$105,037
Dog Stop of Metairie, LLC	2019	10000	\$1,154,322	\$63,728	\$172,227	\$40,763	\$519,897	\$37,322	\$85,575	\$23,086	\$5,446	\$206,277
The Dog Stop Pensacola	2020	10400	\$717,914	\$36,802	\$128,406	\$38,197	\$357,483	\$19,636	\$42,533	\$15,210	\$5,600	\$74,046
The Dog Stop Allison Park	2023	10855	\$791,644	\$53,758	\$124,200	\$29,753	\$382,657	\$21,740	\$48,040	\$16,013	\$5,446	\$110,036
The Dog Stop Monroeville	2014	11500	\$845,929	\$51,872	\$119,430	\$38,358	\$373,379	\$24,008	\$60,769	\$9,798	\$5,046	\$163,271
The Dog Stop East End	2009	11700	\$721,034	\$36,139	\$57,067	\$33,466	\$369,303	\$19,343	\$44,533	\$14,844	\$5,446	\$140,894
The Dog Stop Kenner	2023	12664	\$955,534	\$69,647	\$159,844	\$39,155	\$410,528	\$22,879	\$63,936	\$19,111	\$5,046	\$165,388
The Dog Stop Deerfield	2021	14009	\$2,599,757	\$34,375	\$387,937	\$66,822	\$1,207,931	\$43,077	\$145,543	\$39,246	\$5,046	\$669,780



Sorted by Gross Revenue

Store Name	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Tech Fee	Net Revenue less selected expenses
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Sorted by Net Revenue Less Selected Expenses

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The Dog Stop Boardman	2019	9985	\$756,978	\$19,482	\$108,162	\$37,830	\$400,713	\$19,152	\$45,867	\$15,289	\$5,446	\$105,037
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The Dog Stop Stuart	2019	6600	\$539,141	\$42,593	\$142,179	\$24,560	\$239,230	\$25,218	\$32,089	\$10,696	\$5,046	\$17,529
The Dog Stop Centreville	2023	8594	\$831,115	\$29,012	\$176,871	\$28,829	\$488,616	\$23,178	\$49,978	\$16,659	\$5,446	\$12,527



	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Tech Fee	Net Revenue less selected expenses
Top Franchisee Quartile:												
The Dog Stop Deerfield	2021	14009	\$2,599,757	\$34,375	\$387,937	\$66,822	\$1,207,931	\$43,077	\$145,543	\$39,246	\$5,046	\$669,780
Dog Stop USC	2018	8055	\$1,127,580	\$9,672	\$68,042	\$36,527	\$477,843	\$24,305	\$78,347	\$14,042	\$3,146	\$415,655
Bark Public House	2019	5640	\$1,446,164	\$34,510	\$236,392	\$35,508	\$671,741	\$37,670	\$65,285	\$28,937	\$5,046	\$321,076
The Dog Stop Pinhook	2015	9605	\$1,193,675	\$111,221	\$87,752	\$15,613	\$568,160	\$48,193	\$51,567	\$11,691	\$5,046	\$294,432
The Dog Stop Middletown	2018	8000	\$914,036	\$2,566	\$104,540	\$27,540	\$474,477	\$23,643	\$47,707	\$16,097	\$5,046	\$212,421
The Dog Stop Metairie	2019	10000	\$1,154,322	\$63,728	\$172,227	\$40,763	\$519,897	\$37,322	\$85,575	\$23,086	\$5,446	\$206,277
AVG:	2018	9218	\$1,405,922	\$42,679	\$176,148	\$37,129	\$653,341	\$35,702	\$79,004	\$22,183	\$4,796	\$353,273

	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Technology Fee	Net Revenue less selected expenses
Second Franchisee Quartile:												
The Dog Stop Kenner	2023	12664	\$955,534	\$69,647	\$159,844	\$39,155	\$410,528	\$22,879	\$63,936	\$19,111	\$5,046	\$165,388
The Dog Stop Monroeville	2014	11500	\$845,929	\$51,872	\$119,430	\$38,358	\$373,379	\$24,008	\$60,769	\$9,798	\$5,046	\$163,271
The Dog Stop Bothell	2022	6035	\$828,159	\$33,994	\$253,163	\$18,168	\$316,943	\$21,531	\$48,643	\$16,344	\$5,046	\$114,328
The Dog Stop Brunswick	2020	4470	\$378,602	\$10,000	\$67,802	\$13,447	\$137,678	\$4,605	\$23,638	\$7,879	\$5,546	\$108,007
The Dog Stop Argyle	2023	7900	\$936,373	\$15,050	\$185,979	\$29,371	\$484,647	\$33,413	\$56,800	\$18,933	\$5,446	\$106,734
The Dog Stop Franklinton	2022	9600	\$719,495	\$4,228	\$105,600	\$21,996	\$407,474	\$15,478	\$43,480	\$14,493	\$5,246	\$101,500
AVG:	2021	8695	\$777,349	\$30,798	\$148,636	\$26,749	\$355,108	\$20,319	\$49,544	\$14,426	\$5,229	\$126,538

	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Technology Fee	Net Revenue less selected expenses
Bottom Franchisee Quartile:												
The Dog Stop Trussville	2018	5000	\$800,475	\$17,977	\$41,084	\$35,908	\$515,025	\$45,734	\$39,184	\$15,674	\$5,046	\$84,844
The Dog Stop Pensacola	2020	10400	\$717,914	\$36,802	\$128,406	\$38,197	\$357,483	\$19,636	\$42,533	\$15,210	\$5,600	\$74,046
The Dog Stop Carnegie	2022	5470	\$550,719	\$11,998	\$81,563	\$25,613	\$296,274	\$17,549	\$28,118	\$11,247	\$5,046	\$73,312
The Dog Stop Richmond	2020	8493	\$577,684	\$23,290	\$176,951	\$13,281	\$252,110	\$22,330	\$34,221	\$11,407	\$5,046	\$39,047
The Dog Stop Stuart	2019	6600	\$539,141	\$42,593	\$142,179	\$24,560	\$239,230	\$25,218	\$32,089	\$10,696	\$5,046	\$17,529
The Dog Stop Centreville	2023	8594	\$831,115	\$29,012	\$176,871	\$28,829	\$488,616	\$23,178	\$49,978	\$16,659	\$5,446	\$12,527
AVG:	2020	7426	\$669,508	\$26,945	\$124,509	\$27,731	\$358,123	\$25,608	\$37,687	\$13,482	\$5,205	\$50,218



Affiliate (Company Owned) Locations:	Year Open	Sq Footage	Gross Revenue	Cost of Goods Sold	Rent Expense	Utilities	Labor & Payroll Tax	Supplies	Royalty Fee	Brand Fund	Techno logy Fee	Net Revenue less selected expenses
The Dog Stop East End	2009	11700	\$721,034	\$36,139	\$57,067	\$33,466	\$369,303	\$19,343	\$44,533	\$14,844	\$5,446	\$140,894
The Dog Stop South Hills	2011	9200	\$913,879	\$75,200	\$84,405	\$35,731	\$494,340	\$23,858	\$54,980	\$18,327	\$5,446	\$121,591
The Dog Stop Strip District	2013	9765	\$919,590	\$53,584	\$189,050	\$28,888	\$428,849	\$28,306	\$54,783	\$18,261	\$5,446	\$112,423
The Dog Stop Allison Park	2023	10855	\$791,644	\$53,758	\$124,200	\$29,753	\$382,657	\$21,740	\$48,040	\$16,013	\$5,446	\$110,036
The Dog Stop Boardman	2019	9985	\$756,978	\$19,482	\$108,162	\$37,830	\$400,713	\$19,152	\$45,867	\$15,289	\$5,446	\$105,037
The Dog Stop Wexford	2015	9819	\$794,247	\$16,512	\$152,195	\$18,516	\$427,868	\$22,415	\$48,254	\$16,085	\$5,446	\$86,958
AVG:	2015	10221	\$816,229	\$42,446	\$119,180	\$30,697	\$417,288	\$22,469	\$49,410	\$16,470	\$5,446	\$112,823



Notes:

1. “Sales” refers to the total revenues you receive from all goods, products, and services sold at, from, or through the TDS Business, as well as any other income, revenue, or consideration related to the TDS Business, regardless of whether these are paid in cash or credit, and irrespective of collection in the case of credit. This also includes any proceeds from business interruption insurance. However, this does not include (a) any sales taxes or other taxes collected from customers and subsequently paid directly to the appropriate taxing authority, or (b) any bona fide refunds made to customers.
2. “Payroll” includes wages, taxes and payroll fees, and may include owner compensation.
3. “Occupancy Costs” include rent, utilities and associated taxes, supplies and similar expenses.
4. The financial performance representations in the Tables above do not reflect certain operating and non-operating costs and expenses that must be deducted from the Gross Sales figures to obtain your net income or profit.

Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request. The information presented above has not been audited.

Some outlets have earned this amount. Your individual results may differ. There is no assurance that you’ll earn as much.

Other than the preceding financial performance representation, The Dog Stop Franchising, LLC does not make any financial performance representations about a franchisee’s future financial performance or the past financial performance of company-owned or franchised outlets. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to the franchisor’s management by contacting Jesse Coslov at 1632 William Flinn Highway, Pittsburgh, Pennsylvania 15222 and 888-635-3935, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

Table No. 1

System-wide Outlet Summary
For Years 2022 - 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	17	18	+1
	2023	18	19	+1
	2024	19	31	+12

