

Item 18: PUBLIC FIGURES

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

Item 19: FINANCIAL PERFORMANCE REPRESENTATION

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.

Basis

The following charts were compiled from unaudited financial reports (using the accrual basis) submitted to us from 88 Kid to Kid stores that operated in the United States during the period of November 1, 2024, through October 31, 2025. This reporting period varies from our fiscal year end of December 31, 2025. During this period, a total of 120 stores were in operation, 32 of which were excluded from the consideration set. Of the 32 stores that were excluded, 23 stores were located in Portugal, Spain and Canada, 3 stores were open for less than 12 months, 3 stores did not submit complete financial reports, and 3 stores ceased operations during that period. The three stores that ceased operations during that period had all been open for more than twelve (12) months. Among the 88 Kid to Kid Stores included in this disclosure, 69 were franchised and 19 were company owned.

The charts are organized into three groups: (i) 69 franchised locations, (ii) 19 company-owned locations, and (iii) 88 franchised and company-owned locations. The first chart reflects performance across all stores in the consideration set, while the subsequent four charts reflect average performance across quartiles, as determined by Gross Sales.

Assumptions

Our study of financial data provided by franchisees measured our franchisees' performance in a variety of different markets.

Written substantiation for the financial performance data will be made available to you upon reasonable request.

These financial statements have been prepared without an audit.

FRANCHISED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of
69 Franchised Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$1,017,375	\$909,631	100.0%	24	34.8%	453,830	3,151,597
Cost of Goods Sold (3)	\$344,492	\$297,208	33.9%	25	36.2%	152,110	1,186,964
Gross Profit (4)	\$672,883	\$612,423	66.1%	24	34.8%	301,720	1,964,633
EXPENSE							
Franchise Royalty (5)	\$47,121	\$43,563	4.6%	26	37.7%	22,654	126,064
Administration (6)	\$45,657	\$43,047	4.5%	25	36.2%	21,482	114,420
Facility (7)	\$146,992	\$137,334	14.4%	28	40.6%	76,968	349,248
Marketing	\$53,214	\$51,023	5.2%	31	44.9%	10,788	148,763
Sales Expense (8)	\$11,565	\$11,017	1.1%	31	44.9%	765	43,236
Labor (9)	\$257,942	\$231,324	25.4%	28	40.6%	97,591	795,976
Total Expenses	\$562,491	\$517,308	55.3%	24	34.8%	304,164	1,567,554
Net Income (10)	\$110,392	\$95,115	10.9%	31	44.9%	(56,913)	413,891

Notes (which apply to the above table and all subsequent tables in Item 19):

- (1) These numbers illustrate the range for individual stores for each line item. Since line items show different stores, the numbers do not total.
- (2) Gross Sales means all revenue from the franchise location and online sales, excluding sales or use tax. This term is defined in Item 6.
- (3) Cost of Goods Sold includes the costs and expenses related to retail items. This includes shrinkage (loss of product due to theft, donations, etc.) and markdowns.
- (4) Gross Profit means Gross Sales minus Cost of Goods Sold.
- (5) Franchise Royalty numbers do not equal five percent (5.0%) of gross sales due to certain incentives in place for multi-unit franchisees and the fact that charges for any given month are paid in the following month.
- (6) Administration includes insurance, credit card processing fees, bad debt, bank charges, checking account fees, equipment leasing, equipment repairs, licenses, dues, office supplies, payroll processing fees, property tax, security, training expense and travel expense.
- (7) Facility includes rent, CAM, repairs, ancillary charges and utilities.
- (8) Sales Expense includes bags, tags, and related supplies.
- (9) Labor includes wages, taxes and benefits, but does not include compensation received by owner.
- (10) Income before interest, taxes, depreciation, amortization, and owner's compensation.

FRANCHISED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 17 Franchised Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$1,607,276	\$1,453,938	100.0%	6	35.3%	1,171,426	3,151,597
Cost of Goods Sold (3)	\$542,272	\$483,262	33.7%	5	29.4%	408,805	1,186,964
Gross Profit (4)	\$1,065,004	\$970,676	66.3%	7	41.2%	758,477	1,964,633
EXPENSE							
Franchise Royalty (5)	\$71,279	\$67,549	4.4%	7	41.2%	46,857	126,064
Administration (6)	\$64,323	\$59,101	4.0%	7	41.2%	34,167	114,420
Facility (7)	\$190,202	\$171,378	11.8%	6	35.3%	112,493	349,248
Marketing	\$83,551	\$78,815	5.2%	7	41.2%	51,068	148,763
Sales Expense (8)	\$17,688	\$14,852	1.1%	7	41.2%	6,679	43,236
Labor (9)	\$407,360	\$353,391	25.3%	5	29.4%	278,699	795,976
Total Expenses	\$834,403	\$745,086	51.9%	4	23.5%	649,508	1,567,554
Net Income (10)	\$230,601	\$225,590	14.3%	6	35.3%	36,913	413,891

FRANCHISED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 17 Franchised Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$1,023,757	\$998,727	100.0%	7	41.2%	911,425	1,139,693
Cost of Goods Sold (3)	\$346,528	\$337,740	33.8%	8	47.1%	282,707	412,727
Gross Profit (4)	\$677,229	\$660,987	66.2%	7	41.2%	599,139	775,978
EXPENSE							
Franchise Royalty (5)	\$48,568	\$48,867	4.7%	9	52.9%	38,391	56,815
Administration (6)	\$43,777	\$43,731	4.3%	8	47.1%	30,650	56,509
Facility (7)	\$142,639	\$134,791	13.9%	7	41.2%	89,039	225,607
Marketing	\$54,833	\$54,428	5.4%	8	47.1%	16,263	90,244
Sales Expense (8)	\$12,421	\$12,192	1.2%	8	47.1%	3,063	22,792
Labor (9)	\$259,423	\$260,173	25.3%	9	52.9%	206,794	312,585
Total Expenses	\$561,661	\$554,181	54.9%	7	41.2%	459,084	674,499
Net Income (10)	\$115,567	\$106,806	11.3%	8	47.1%	39,721	205,961

FRANCHISED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 17 Franchised Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$833,426	\$829,761	100.0%	7	41.2%	765,719	909,631
Cost of Goods Sold (3)	\$280,884	\$277,067	33.7%	8	47.1%	253,991	318,583
Gross Profit (4)	\$552,542	\$552,694	66.3%	7	41.2%	505,272	634,770
EXPENSE							
Franchise Royalty (5)	\$39,544	\$40,311	4.7%	9	52.9%	30,897	45,482
Administration (6)	\$42,097	\$41,732	5.1%	8	47.1%	22,634	60,117
Facility (7)	\$136,110	\$135,699	16.3%	8	47.1%	84,505	189,332
Marketing	\$44,471	\$40,242	5.3%	7	41.2%	13,468	90,885
Sales Expense (8)	\$8,822	\$8,168	1.1%	8	47.1%	765	18,127
Labor (9)	\$208,836	\$194,095	25.1%	8	47.1%	166,028	264,406
Total Expenses	\$479,880	\$460,246	57.6%	9	52.9%	404,397	547,390
Net Income (10)	\$72,662	\$92,448	8.7%	7	41.2%	(18,038)	152,159

FRANCHISED LOCATIONS: FOURTH QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Fourth Quartile (by Gross Sales)—Consisting of 18 Franchised Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$627,949	\$642,015	100.0%	10	55.6%	453,830	739,972
Cost of Goods Sold (3)	\$215,852	\$211,602	34.4%	8	44.4%	152,110	268,874
Gross Profit (4)	\$412,098	\$430,413	65.6%	9	50.0%	301,720	496,388
EXPENSE							
Franchise Royalty (5)	\$30,095	\$30,525	4.8%	10	55.6%	22,654	35,841
Administration (6)	\$33,165	\$32,060	5.3%	8	44.4%	21,482	52,458
Facility (7)	\$120,572	\$119,521	19.2%	9	50.0%	76,968	171,437
Marketing	\$31,290	\$31,813	5.0%	9	50.0%	10,788	48,625
Sales Expense (8)	\$7,564	\$7,600	1.2%	9	50.0%	2,283	13,758
Labor (9)	\$161,804	\$161,185	25.8%	9	50.0%	97,591	231,324
Total Expenses	\$384,490	\$382,705	61.2%	8	44.4%	304,164	468,497
Net Income (10)	\$27,607	\$47,708	4.4%	6	33.3%	(56,913)	147,385

COMPANY-OWNED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of 19 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$834,773	\$894,826	100.0%	11	57.9%	466,566	1,208,387
Cost of Goods Sold (3)	\$300,654	\$314,752	36.0%	11	57.9%	175,643	470,044
Gross Profit (4)	\$534,119	\$580,074	64.0%	11	57.9%	290,923	745,738
EXPENSE							
Franchise Royalty (5)	\$32,337	\$35,793	3.9%	12	63.2%	-	48,335
Administration (6)	\$35,957	\$36,657	4.3%	10	52.6%	19,633	54,402
Facility (7)	\$140,398	\$132,364	16.8%	8	42.1%	91,722	228,571
Marketing	\$36,099	\$35,320	4.3%	8	42.1%	23,704	61,468
Sales Expense (8)	\$9,766	\$8,900	1.2%	8	42.1%	6,256	16,968
Labor (9)	\$224,580	\$226,847	26.9%	10	52.6%	165,309	293,584
Total Expenses	\$479,136	\$475,880	57.4%	9	47.4%	375,846	671,080
Net Income (10)	\$54,983	\$104,194	6.6%	10	52.6%	(140,992)	245,371

COMPANY-OWNED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 4 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$1,125,201	\$1,124,947	100.0%	2	50.0%	1,042,524	1,208,387
Cost of Goods Sold (3)	\$408,344	\$399,565	36.3%	1	25.0%	364,200	470,044
Gross Profit (4)	\$716,858	\$725,382	63.7%	2	50.0%	678,323	745,738
EXPENSE							
Franchise Royalty (5)	\$45,008	\$44,998	4.0%	2	50.0%	41,701	48,335
Administration (6)	\$43,044	\$40,558	3.8%	1	25.0%	36,657	54,402
Facility (7)	\$171,498	\$166,310	15.2%	1	25.0%	124,798	228,571
Marketing	\$42,331	\$37,103	3.8%	1	25.0%	33,651	61,468
Sales Expense (8)	\$10,782	\$8,888	1.0%	1	25.0%	8,386	16,968
Labor (9)	\$273,167	\$276,566	24.3%	3	75.0%	245,954	293,584
Total Expenses	\$585,830	\$574,422	52.1%	2	50.0%	500,367	671,080
Net Income (10)	\$131,028	\$150,960	11.6%	1	25.0%	67,264	245,371

COMPANY-OWNED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 5 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$954,472	\$959,210	100.0%	3	60.0%	909,754	1,019,550
Cost of Goods Sold (3)	\$336,904	\$344,785	35.3%	4	80.0%	306,240	347,783
Gross Profit (4)	\$617,568	\$614,425	64.7%	2	40.0%	569,010	671,767
EXPENSE							
Franchise Royalty (5)	\$38,179	\$38,368	4.0%	3	60.0%	36,390	40,782
Administration (6)	\$38,027	\$37,336	4.0%	2	40.0%	34,285	41,385
Facility (7)	\$145,728	\$130,074	15.3%	2	40.0%	113,083	191,446
Marketing	\$39,097	\$44,536	4.1%	3	60.0%	28,968	48,341
Sales Expense (8)	\$9,093	\$7,935	1.0%	2	40.0%	6,256	13,977
Labor (9)	\$235,117	\$241,398	24.6%	3	60.0%	208,253	249,380
Total Expenses	\$505,242	\$499,648	52.9%	2	40.0%	465,961	547,933
Net Income (10)	\$112,326	\$114,777	11.8%	2	40.0%	66,496	152,247

COMPANY-OWNED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 5 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$779,372	\$832,164	100.0%	3	60.0%	631,606	894,826
Cost of Goods Sold (3)	\$283,402	\$294,523	36.4%	3	60.0%	204,754	340,679
Gross Profit (4)	\$495,971	\$537,641	63.6%	3	60.0%	426,852	554,147
EXPENSE							
Franchise Royalty (5)	\$31,175	\$33,287	4.0%	3	60.0%	25,264	35,793
Administration (6)	\$34,189	\$34,485	4.4%	3	60.0%	28,723	37,885
Facility (7)	\$114,286	\$110,485	14.7%	2	40.0%	91,722	149,520
Marketing	\$34,619	\$33,012	4.4%	2	40.0%	26,504	42,765
Sales Expense (8)	\$9,174	\$8,935	1.2%	2	40.0%	7,237	11,477
Labor (9)	\$212,954	\$208,042	27.3%	2	40.0%	176,595	264,834
Total Expenses	\$436,397	\$428,246	56.0%	2	40.0%	375,846	537,761
Net Income (10)	\$59,574	\$109,394	7.6%	1	20.0%	16,386	137,787

COMPANY-OWNED LOCATIONS: FOURTH QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Fourth Quartile (by Gross Sales)—Consisting of 5 Company-Owned Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$538,133	\$500,388	100.0%	2	40.0%	466,566	618,788
Cost of Goods Sold (3)	\$195,504	\$189,204	36.3%	2	40.0%	175,643	216,032
Gross Profit (4)	\$342,629	\$311,184	63.7%	2	40.0%	290,923	410,399
EXPENSE							
Franchise Royalty (5)	\$17,522	\$19,809	3.3%	4	80.0%	-	24,752
Administration (6)	\$29,986	\$29,951	5.6%	2	40.0%	19,633	40,254
Facility (7)	\$136,299	\$136,793	25.3%	3	60.0%	107,771	157,770
Marketing	\$29,593	\$28,465	5.5%	2	40.0%	23,704	35,445
Sales Expense (8)	\$10,217	\$10,107	1.9%	2	40.0%	8,622	12,712
Labor (9)	\$186,797	\$177,164	34.7%	2	40.0%	165,309	218,571
Total Expenses	\$410,414	\$402,288	76.3%	3	60.0%	390,806	431,916
Net Income (10)	(\$67,785)	(\$91,104)	(12.6%)	2	40.0%	(140,992)	19,592

FRANCHISED & COMPANY-OWNED LOCATIONS: GROUP AVERAGE

Annualized Average, Median and Range of Profit and Loss for the System Average—Consisting of 88 Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$977,950	\$902,229	100.0%	32	36.4%	453,830	3,151,597
Cost of Goods Sold (3)	\$335,027	\$303,513	34.3%	35	39.8%	152,110	1,186,964
Gross Profit (4)	\$642,923	\$598,715	65.7%	33	37.5%	290,923	1,964,633
EXPENSE							
Franchise Royalty (5)	\$43,929	\$40,765	4.5%	36	40.9%	-	126,064
Administration (6)	\$43,563	\$39,933	4.5%	34	38.6%	19,633	114,420
Facility (7)	\$145,568	\$136,246	14.9%	36	40.9%	76,968	349,248
Marketing	\$49,518	\$43,941	5.1%	36	40.9%	10,788	148,763
Sales Expense (8)	\$11,176	\$10,458	1.1%	36	40.9%	765	43,236
Labor (9)	\$250,739	\$230,542	25.6%	34	38.6%	97,591	795,976
Total Expenses	\$544,494	\$501,884	55.7%	33	37.5%	304,164	1,567,554
Net Income (10)	\$98,429	\$96,831	10.1%	38	43.2%	(140,992)	413,891

FRANCHISED & COMPANY-OWNED LOCATIONS: FIRST QUARTILE

Annualized Average, Median and Range of Profit and Loss for the First Quartile (by Gross Sales)—Consisting of 22 Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$1,504,186	\$1,342,966	100.0%	7	31.8%	1,133,668	3,151,597
Cost of Goods Sold (3)	\$511,967	\$458,221	34.0%	6	27.3%	360,326	1,186,964
Gross Profit (4)	\$992,219	\$884,745	66.0%	7	31.8%	726,966	1,964,633
EXPENSE							
Franchise Royalty (5)	\$66,858	\$59,113	4.4%	9	40.9%	46,014	126,064
Administration (6)	\$60,062	\$55,650	4.0%	8	36.4%	34,167	114,420
Facility (7)	\$185,656	\$169,724	12.3%	9	40.9%	112,493	349,248
Marketing	\$78,408	\$71,812	5.2%	10	45.5%	36,895	148,763
Sales Expense (8)	\$16,262	\$13,278	1.1%	7	31.8%	6,679	43,236
Labor (9)	\$379,025	\$348,172	25.2%	6	27.3%	245,954	795,976
Total Expenses	\$786,271	\$717,749	52.3%	5	22.7%	500,367	1,567,554
Net Income (10)	\$205,948	\$166,997	13.7%	10	45.5%	36,913	413,891

FRANCHISED & COMPANY-OWNED LOCATIONS: SECOND QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Second Quartile (by Gross Sales)—Consisting of 22 Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$991,739	\$972,706	100.0%	9	40.9%	909,631	1,131,301
Cost of Goods Sold (3)	\$338,140	\$339,242	34.1%	11	50.0%	274,861	412,181
Gross Profit (4)	\$653,599	\$633,464	65.9%	10	45.5%	569,010	732,012
EXPENSE							
Franchise Royalty (5)	\$44,679	\$43,772	4.5%	10	45.5%	36,390	56,565
Administration (6)	\$42,148	\$42,023	4.2%	11	50.0%	30,650	56,509
Facility (7)	\$141,626	\$133,281	14.3%	9	40.9%	89,039	195,449
Marketing	\$47,725	\$47,781	4.8%	11	50.0%	16,263	69,304
Sales Expense (8)	\$11,624	\$11,790	1.2%	12	54.5%	3,063	22,792
Labor (9)	\$247,983	\$247,285	25.0%	11	50.0%	190,609	312,101
Total Expenses	\$535,785	\$525,932	54.0%	10	45.5%	459,084	639,098
Net Income (10)	\$117,814	\$107,532	11.9%	10	45.5%	39,721	205,961

FRANCHISED & COMPANY-OWNED LOCATIONS: THIRD QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Third Quartile (by Gross Sales)—Consisting of 22 Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$817,487	\$827,917	100.0%	12	54.5%	706,274	894,826
Cost of Goods Sold (3)	\$281,673	\$280,817	34.5%	11	50.0%	220,439	340,679
Gross Profit (4)	\$535,814	\$547,099	65.5%	9	40.9%	444,472	606,385
EXPENSE							
Franchise Royalty (5)	\$37,576	\$38,234	4.6%	11	50.0%	28,251	44,048
Administration (6)	\$39,775	\$38,560	4.9%	8	36.4%	22,634	60,117
Facility (7)	\$129,841	\$132,801	15.9%	12	54.5%	84,505	189,332
Marketing	\$41,743	\$40,518	5.1%	10	45.5%	13,468	90,885
Sales Expense (8)	\$8,755	\$8,551	1.1%	11	50.0%	765	18,127
Labor (9)	\$211,201	\$215,924	25.8%	12	54.5%	155,250	264,834
Total Expenses	\$468,892	\$474,588	57.4%	11	50.0%	349,003	547,390
Net Income (10)	\$66,922	\$72,511	8.2%	9	40.9%	(18,038)	148,003

FRANCHISED & COMPANY-OWNED LOCATIONS: FOURTH QUARTILE

Annualized Average, Median and Range of Profit and Loss for the Fourth Quartile (by Gross Sales)—Consisting of 22 Units Operating from November 1, 2024 through October 31, 2025

	Average	Median	% of Sales	Stores at or above Avg.		Range (1)	
				#	%	Low	High
INCOME							
Gross Sales (2)	\$598,386	\$611,625	100.0%	14	63.6%	453,830	702,214
Cost of Goods Sold (3)	\$208,328	\$208,330	34.8%	11	50.0%	152,110	268,874
Gross Profit (4)	\$390,059	\$403,295	65.2%	14	63.6%	290,923	475,023
EXPENSE							
Franchise Royalty (5)	\$26,603	\$27,943	4.4%	13	59.1%	-	34,585
Administration (6)	\$32,265	\$32,060	5.4%	11	50.0%	19,633	52,458
Facility (7)	\$125,151	\$127,407	20.9%	12	54.5%	76,968	171,437
Marketing	\$30,198	\$30,490	5.0%	11	50.0%	10,788	47,123
Sales Expense (8)	\$8,064	\$8,704	1.3%	13	59.1%	2,283	13,758
Labor (9)	\$164,746	\$170,889	27.5%	13	59.1%	97,591	231,324
Total Expenses	\$387,027	\$397,493	64.7%	12	54.5%	304,164	468,497
Net Income (10)	\$3,031	\$5,802	0.5%	13	59.1%	(140,992)	125,384