

ITEM 18: PUBLIC FIGURES

We do not currently use any public figures 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 Franchise 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 performance at a particular location or under particular circumstances.

As of our fiscal year ending December 31, 2025, we had 5 affiliate-owned outlets open and operating and 5 franchised outlets. This financial performance representation is a historic representation based on the past performance of our affiliate outlets and franchised outlets. Our affiliates operate in substantially the same manner, and offer the same goods and services, that our franchised outlets offer.

Financial Performance¹
January 1, 2025 – December 31, 2025

	Denver, CO	Kansas City, MO	Dallas, TX	Waverly, NE	Des Moines, IA
Number of Trucks	3	3 (1/1-11/15) 2 (11/15-12/31)	2 (1/1-8/19) 3 (8/19-12/31)	2 (1/1-3/8) 1 (3/11-12/31)	2 (1/1-5/17) 3 (5/20-12-31)
Serving Days³	729	713	599	296	645
Gross Revenue¹	\$4,479,987.23	\$3,764,246.13	\$3,231,943.99	\$1,359,787.35	\$2,874,338.07
Cost of Goods Sold²	\$1,792,516.00	\$1,536,124.52	\$1,200,158.20	\$489,446.33	\$1,145,868.31
Imputed Fees Not Incurred by Our Affiliate⁴					
Royalty	\$313,599.11	\$263,497.23	\$226,236.08	\$95,185.11	\$201,203.66
Brand Fund Contribution	\$44,799.87	\$37,642.46	\$32,319.44	\$13,597.87	\$28,743.38

	Salt Lake City, UT	Laramie, WY	Helena, MT	Spokane, WA	Boise, ID
Number of Trucks	2	1 (1/1-7/5:10/28-12/31) 2 (7/8-10/17)	1 (1/1-11/1) 2 (11/4-12-31)	2	1
Serving Days³	495	309	246	451	246
Gross Revenue¹	\$2,217,660.26	\$1,693,511.46	\$1,740,819.18	\$2,454,910.89	\$1,065,144.00

Cost of Goods Sold²	\$928,045.40	\$726,163.58	\$714,470.21	\$1,060,007.41	\$364,037.94
Imputed Fees Not Incurred by Our Affiliate⁴					
Royalty	\$155,236.22	\$118,545.80	\$121,857.34	\$171,843.76	\$74,560.08
Brand Fund Contribution	\$22,176.60	\$16,935.11	\$17,408.19	\$24,549.11	\$10,651.44

Notes:

¹Gross Revenue is defined as all revenue derived from the sale of products and services less sales taxes, discounts, coupons, and refunds to customers.

²Cost of Goods Sold is the cost of food and disposables. It does not include other operating expenses.

³Serving Days represent the total number of operating days for all trucks in the territory.

⁴Our affiliate-owned outlets are not subject to the same territorial restrictions or fees that a franchisee will experience. Item 6 of this disclosure document outlines the fees to which a franchisee will be subject. Specifically, a franchisee who achieved the same sales results that our affiliate achieved would incur royalty fees and Brand Fund contributions.

Written substantiation of the data used in preparing these 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 above disclosure, we do not make any 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, 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 Ocean Andrew at 3717 Cherrywood West Loop, Laramie, Wyoming, 82070, or 307-395-2300, 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 2023 to 2025

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	0	0	0
	2024	0	3	+3
	2025	3	5	+2
Company – Owned	2023	6	6	0
	2024	6	6	0