

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.

2025 Historic Financial Performance Representations-Gross Revenues

We present below the gross revenue data for both our affiliate-owned outlet and our franchised outlet, shown separately, for the period January 1, 2025, through December 31, 2025 (the “Period”).

During the Period, one affiliate-owned outlet and one franchised outlet operated for the full calendar year. We excluded four additional franchised outlets that opened during 2025 and therefore had not been in operation for a full calendar year as of December 31, 2025. We also present the franchised outlet's first-quarter 2026 gross revenue data, shown separately below.

The data was extracted from our internal reports as Gross Revenue. Gross Revenue means all revenues that you derive or receive, directly or indirectly, from the operation of the Franchised Business, excluding only sales and use taxes and gratuities or tips paid to employees by customers.

Affiliate-Owned Outlet- Denver Metro, CO

Below, we set forth the Gross Revenues for our affiliated outlet during the Period.

Denver Metro, CO 2025	
Gross Revenue	\$1,012,795

Material financial and operational differences between the affiliate outlet and a franchised outlet: There are material operational differences between the affiliate-owned outlet, whose results are reported above, and a franchised outlet that you would operate. The affiliate-owned outlet opened in 2016, operates four buses, and holds rights to 10 territories containing approximately 1,502,004 people. However, 87% of the affiliate's gross revenue was generated in five territories, with a total population of 739,536 people. Under our current franchise offering, a franchisee may acquire up to five contiguous territories (each with a population of up to 125,000), for an aggregate territory population of up to 625,000.

A franchised outlet would also incur a royalty of 8% of Gross Revenue, a Brand Fund Contribution of 2% of Gross Revenue, and a Local Advertising requirement of \$500 per month per territory.

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Franchised Outlet-Centennial, CO

Below, we set forth the Gross Revenues for our franchised outlet during the Period and the first quarter of 2026.

Centennial, CO Franchisee Quarterly Gross Revenues	
2025 – Q1	\$16,760
2025 – Q2	\$17,360
2025 – Q3	\$21,730
2025 – Q4	\$31,190
2026 – Q1	\$39,225

The franchised outlet included above has been in operation for less than 24 months as of December 31, 2025. The franchised outlet operates one bus in a multi-territory area comprising three territories, with a population of 383,645 people.

Written substantiation for this financial performance representation is available to you upon reasonable written request.

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

Other than as disclosed above, 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, 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 Cory Hughes at 780 Lynnhaven Parkway Suite 240, Virginia Beach, VA 23452, 855-825-7387; the Federal Trade Commission; and the appropriate state regulatory agencies.

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ITEM 20. OUTLETS AND FRANCHISEE INFORMATION

**Table No. 1
Systemwide Outlet Summary
For years 2023 to 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of Year	Net Change
Franchised	2023	0	0	0
	2024	0	1	+1
	2025	1	5	+4
Company-Owned	2023	1	1	0
	2024	1	1	0
	2025	1	1	0
Total Outlets	2023	1	1	0
	2024	1	2	+1
	2025	2	6	+4

**Table No. 2
Transfers of Outlets from Franchisees to New Owners (Other than the Franchisor)
For years 2023 to 2025**

State	Year	Number of Transfers
All States	2023	0
	2024	0
	2025	0
Total	2023	0
	2024	0
	2025	0

**Table No. 3
Status of Franchise Outlets
For years 2023 to 2025***

State	Year	Outlets at Start of Year	Outlets Opened	Terminations	Non-Renewals	Reacquired by Franchisor	Ceased Operations -Other Reasons	Outlets at End of the Year
Colorado	2023	0	0	0	0	0	0	0
	2024	0	1	0	0	0	0	1
	2025	1	2	0	0	0	0	3
Idaho	2023	0	0	0	0	0	0	0
	2024	0	0	0	0	0	0	0
	2025	0	1	0	0	0	0	1
Tennessee	2023	0	0	0	0	0	0	0