

**ITEM 18
PUBLIC FIGURES**

We have not paid any compensation or other benefit to a public figure for the use of their endorsement or recommendation of the franchise to prospective franchisees.

**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.

FPR#1- Affiliate Company Stores 2025 (Historical Data)

As of December 31, 2025, we had 2 affiliate company store outlets, both of which operated for the entire 2025 calendar year. Below, we set forth the Gross Revenues of these 2 affiliate company store outlets for the 2025 calendar year.

Outlet #1: Hampton/ Newport News/ Williamsburg/ Yorktown, VA

Hampton/ Newport News/ Williamsburg/ Yorktown, VA	
Year Opened: 2016	
Territory Size: 407,015	
Gross Revenue	\$795,767

<i>Less Expense Adjustments that would be incurred if this were a franchised outlet:</i>	
<i>Royalties (5%)</i>	<i>(\$39,788)</i>
<i>Local Advertising (\$750/month)</i>	<i>(\$9,000)</i>
<i>System Advertising Fee (the greater of \$400/month or 1% of Gross Revenues)</i>	<i>(\$7,958)</i>
<i>Franchise Support Fee (the greater of \$1,500/month or 2% of Gross Revenues)</i>	<i>(\$18,000)</i>
Total Franchisee Expenses	\$74,746

Adjusted Gross Revenues as if a Franchised Outlet	\$721,021
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Outlet #2: Chesapeake/ Norfolk/ Portsmouth/Suffolk/ Virginia Beach, VA

Chesapeake/ Norfolk/ Portsmouth/ Suffolk/ Virginia Beach, VA	
Year Opened: 2016	
Territory Size: 1,041,037	
Gross Revenue	\$2,035,136

<i>Less Expense Adjustments that would be incurred if this were a franchised outlet:</i>	
<i>Royalties (5%)</i>	<i>(\$101,757)</i>
<i>Local Advertising (\$750/month)</i>	<i>(\$9,000)</i>
<i>System Advertising Fee (the greater of \$400/month or 1% of Gross Revenues)</i>	<i>(\$20,351)</i>
<i>Franchise Support Fee (the greater of \$1,500/month or 2% of Gross Revenues)</i>	<i>(\$40,703)</i>
Total Franchisee Expenses	\$171,811

Adjusted Gross Revenues as if a Franchised Outlet	\$1,863,325
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Notes Applicable to Tables in FPR #1:

Apportionment of Gross Revenue: The books and records of Outlet #1 (Hampton/ Newport News, Williamsburg, Yorktown, VA) and Outlet #2 (Chesapeake/ Norfolk/ Portsmouth/Suffolk/ Virginia Beach, VA) are kept as one set of books and records. The Gross Revenues of each outlet was estimated by apportioning total Gross Revenue for both outlets by the proportion of population residing in each territory (72% in Outlet #1 and 28% in Outlet #2).

Material financial and operational differences between the affiliated company outlet and a franchised outlet: There are operational differences between the company outlets whose results are reported in the table above and a franchised outlet that you would operate as follows: The affiliate company store outlets opened in 2016 and operate the territory sizes shown in the tables above.

In addition, there are financial differences. A franchised outlet would incur Royalties (5% of Gross Revenues) and have a Local Advertising spend requirement of \$750 per month, a System Advertising Fee (the greater of \$250/month of 1% of Gross Revenues), a Franchise Support Fee (the greater of \$1,500/month or 2% of Gross Revenues).

FPR#2- Franchisee Outlets 2025 (Historical Data)

As of December 31, 2025, we had 7 franchised outlets, all of which operated for the entire 2025 calendar year. Below, we set forth the Gross Revenues of these 7 franchised outlets for the 2025 calendar year.

Outlet #1: North Dallas, TX

North Dallas, TX	
Year Opened:	2021
Territory Size:	3,546,181
Gross Revenue	\$1,250,826

Outlet #2: South Dallas, TX

South Dallas, TX	
Year Opened:	2021
Territory Size:	1,379,496
Gross Revenue	\$486,432

Outlet #3: Houston, TX

Houston, TX	
Year Opened:	2022
Territory Size:	2,705,225
Gross Revenue	\$892,525

Outlet #4: Richmond, VA

Richmond, Virginia	
Year Opened:	Orig. 2021 current owner 2024
Territory Size: 1,500,000	1,500,000
Gross Revenue	\$1,059,109

Outlet #5: Central Florida

Central Florida	
Year Opened:	2018
Territory Size:	4,562,201
Gross Revenue	\$440,574

Outlet #6: Phoenix, AZ

Phoenix, AZ	
Year Opened:	Orig. 2017, current owner 2021
Territory Size:	1,175,326
Gross Revenue	\$195,224

Outlet #7: Northern Virginia

Northern Virginia	
Year Opened:	Orig. 2017, current owner 2024
Territory Size:	514,000
Gross Revenue	\$264,270

Notes Applicable to Tables in FPR #2:

Apportionment of Gross Revenue: The books and records of Outlet #1 (North Dallas) and Outlet #2 (South Dallas) are kept as one set of books and records. The Gross Revenues of each outlet was estimated by apportioning total Gross Revenue for both outlets by the proportion of population residing in each territory (72% in Outlet #1 and 28% in Outlet #2).

Notes Applicable to All Tables:

Gross Revenue means all of your revenue from operating the franchise, but excluding taxes collected from customers and paid to taxing authority, tips collected from customers and paid to employees, and reduced by the amount of any documented refunds, credits, allowances, and chargebacks the Business in good faith gives to customers.

The financial performance representation figures do not reflect the costs of sales, operating expenses, or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit.

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

Some outlets have earned these amounts. Your individual results may differ. There is no assurance that you will earn as much.

Other than the preceding financial performance representation, we do not make any financial performance representations. 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 Brandon Dean, 133 Kempsville Road, Chesapeake, Virginia 23320; (757) 663-6400; the Federal Trade Commission; and the appropriate state regulatory agencies.

**ITEM 20
OUTLETS AND FRANCHISEE INFORMATION**

**Table 1
System wide Outlet Summary
For Years 2023 thru 2025**

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2023	7	7	0
	2024	7	7	0
	2025	7	7	0
Company-Owned	2023	2	2	0
	2024	2	2	0
	2025	2	2	0
Total Outlets	2023	9	9	0
	2024	9	9	0
	2025	9	9	0

**Table 2
Transfers of Outlets from Franchisees to New Owners (other than Franchisor)
For Years 2023 thru 2025**

State	Year	Number of Transfers
Virginia	2023	0
	2024	2
	2025	0
Totals	2023	0
	2024	2
	2025	0