

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 19 franchises open and operating. Our financial performance representation contains the gross sales information for the 7 franchisees which were in business for the entire 2024 calendar year. Excluded from this Item 19 are 12 franchises because they commenced operations or were awaiting licensure during the 2024 calendar year. The gross sales information does not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from revenue to obtain net income or profits.

Total Gross Sales in 2024 Per Franchised Business
\$960,923
\$884,217
\$843,779
\$769,283
\$659,431
\$659,406
\$517,507

You should conduct an independent investigation of the costs and expenses you may incur in operating your Franchised Business. These results are based on the internally prepared financial statements of our affiliate and information from our franchisees have not been audited.

Bases and Assumptions

“Gross Sales” means the total amount of all sales of products and services billed and provided from, through, or in connection with the applicable Franchised Business, whether for cash, on credit, barter or otherwise, exclusive of applicable sales, use or service taxes. The Gross Sales also do not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from revenue to obtain net income or profit. You should conduct an independent investigation of the costs and expenses you may incur in operating your Franchised Business. Franchisees listed in this disclosure document may be one source of this information.

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

The information above is not a forecast, projection or prediction of how your franchise will perform. We encourage you to consult with your own accounting, business and legal advisors to assist you to identify the expenses you likely will incur in connection with your Franchised Business. Written substantiation for the financial performance representation will be made available to the prospective franchisee upon reasonable request.

Other than as described 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 Federal Trade Commission, the appropriate state regulatory agencies, and our management by contacting Deborah Bernacki at 31Oak Meadow Trail, Pittsford, NY 14534 or by phone at (585) 737-8506.

ITEM 20

OUTLETS AND FRANCHISEE INFORMATION

Table No. 1
Systemwide Outlet Summary For Years 2022 to 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	6	7	+1
	2023	7	7	0
	2024	7	19	+12
Company-Owned*	2022	1	0	0
	2023	0	0	0
	2024	0	0	0
Total Outlets	2022	7	7	0
	2023	7	7	0
	2024	7	19	+12

*This outlet was owned by our affiliate.

Table No. 2
Transfer of Outlets from Franchisees to New Owners (other than the Franchisor)
For years 2022 to 2024

State	Year	Number of Transfers
Texas	2022	0
	2023	1
	2024	0
Total	2022	0
	2023	1
	2024	0