

**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.

The Table below presents certain historical revenue and related operating results for of all Restaurant Brokerage Businesses that were open and in operation for all of Fiscal Year 2025. As of December 31, 2025, we had a total of 57 franchised Restaurant Brokerage Businesses, 51 of which were open and operating for the full 12 months of fiscal year 2025. Of these 51 Restaurant Brokerage Businesses, all are owned and operated by 35 Franchisees who own and operate a total of 51 outlets. We have excluded the results of 9 outlets who were either new to the system or terminated and did not operate for the full fiscal year. We are reflecting the results of 51 outlets, operated by 35 franchisees, 100% of all franchisees and territories in operation for an entire calendar year.

The following is the financial performance of the 35 reporting franchisees:

**Table 1 Gross Revenue By Franchisee - Calendar Year 2025**

<b>Gross Revenues Average</b>	<b>Gross Revenues Median</b>	<b>Transactions</b>	<b>Average Gross Commission per Transaction</b>	<b>Median Gross Commission Per Transaction</b>
\$292,399	\$244,707	10	\$\$27,237	\$23,712

Of Gross Revenues, the highest was \$979,030 and the lowest was \$0. Of the representative group, 34% attained or surpassed the average Gross Revenues figure.

The following is the financial performance of the 51 reporting territories:

**Table 2 Gross Revenue By Territory - Calendar Year 2025**

<b>Gross Revenues Average</b>	<b>Gross Revenues Median</b>	<b>Transactions</b>	<b>Average Gross Commission per Transaction</b>	<b>Median Gross Commission Per Transaction</b>
\$194,933	\$132,011	7	\$29,136	\$21,832

Of Gross Revenues, the highest was \$721,860 and the lowest was \$ 0. Of the representative group, 43% attained or surpassed the average Gross Revenues figure.

As used herein, “**Gross Revenues**” means the total of all commissions, monthly fees, transaction fees, valuation fees, consulting fees, professional witness fees, leasing fees, and other fees received by the Franchisee (prior to any payments made to Agents) from all sources (including but not limited to referral fees and finder’s fees received from brokers or agents in other brokerage companies) which is derived from the sale, lease, transfer or other disposition (including like-kind exchanges, barter exchanges, or other exchanges of property not involving money) of Restaurants, including any note, obligation, lien or other consideration given to Franchisee in lieu of a commission and insurance claims for lost profits if a claim is paid by the insurer, less commissions and referral fees paid to cooperating or referring brokers in other brokerage companies. Gross Revenues do not include the amount of any tax imposed by any federal, state, municipal or other governmental authority directly on sales and collected from customers, provided that the amount of any tax is shown separately and in fact paid by the Franchisee to the appropriate governmental authority.

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

Written substantiation for the financial performance representations will be made available to the prospective franchisee upon reasonable request

Other than the financial performance representations set forth 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 Eric Gagnon at 6 Meridian Home Lane, Suite 101, Palm Coast, Florida 32137 and (404) 800-6700, the Federal Trade Commission, and the appropriate state regulatory agencies.

**ITEM 20  
OUTLETS AND FRANCHISEE INFORMATION**

**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	32	44	+12
	2024	44	54	+10
	2025	54	57	+3
Company-Owned	2023	3	3	0
	2024	3	3	0
	2025	3	3	0
<b>Total Outlets</b>	2023	35	47	+12
	2024	47	57	+10
	2025	57	60	+3

**Transfers of Outlets from Franchisee to New Owners  
For Years 2023 to 2025**

State	Year	Number of Transfers
Arizona	2023	0
	2024	1
	2025	0
Florida	2023	0
	2024	1
	2025	1
Georgia	2023	0
	2024	1
	2025	0
South Carolina	2023	0
	2024	0
	2025	2
<b>Totals</b>	2023	0
	2024	3
	2025	3

**Status of Franchised Outlets  
(Other than the Franchisor) For Years 2023 to 2025**

State	Year	Outlets at Start of the Year	Outlets Opened	Terminations	Non-Renewals	Reacquired By Franchisor	Ceased Operations Other Reasons	Outlets at End of Year
Alabama	2023	0	1	0	0	0	0	1
	2024	1	0	0	0	0	0	1
	2025	1	0	0	0	0	0	1
Arizona	2023	2	1	0	0	0	0	3