

Provision	Section in Franchise Agreement (“FA”)	Section in Area Development Agreement (“ADA”)	Summary
			the ADA, (including the Confidential Operating Manual, System Standards, any addenda and exhibits) are binding (subject to state law). Any other representations or promises outside the Disclosure Document, the FA and the ADA may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 19	Section 13	Except for certain claims, all disputes must be mediated at our headquarters (subject to state law, <u>Exhibit L</u>).
v. Choice of forum	Section 19.8	Section 13.8	Litigation in Hillsborough County, Florida (subject to state law, see <u>Exhibit L</u>).
w. Choice of law	Section 19.7	Section 13.7	Florida law applies (subject to state law, see <u>Exhibit L</u>).

Item 18. PUBLIC FIGURES.

We do not use any public figures to promote the System or any Family Sports Pub.

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 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.

I. AVERAGE ADJUSTED GROSS SALES FOR MATURE FAMILY SPORTS PUBS

The tables below contain the historical average Adjusted Gross Sales (as defined in the General Notes to Item 19 below) for company-owned and franchised Family Sports Pubs that were open and operating for at least 12 months before December 31 of each year for which data are shown in the charts (“**Mature Family Sports Pubs**”). That is, the data for 2024 includes Family Sports Pubs open on or before January 1, 2024; 2023 includes Family Sports Pubs open on or before January 1, 2023; and, the data for 2022 includes Family Sports Pubs open on or before January 1, 2022.

TABLE 1: AVERAGE ADJUSTED GROSS SALES FOR FRANCHISED MATURE FAMILY SPORTS PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 97, 99 and 104 franchised Mature Family Sports Pubs in 2024, 2023 and

2022, respectively (“**Franchised Mature Family Sports Pubs**”). The Franchised Mature Family Sports Pubs operating domestically as of December 31, 2024 do not include 2 franchised Family Sports Pubs that were not Mature Family Sports Pubs or 26 company-owned Family Sports Pubs operating as of that date, the Franchised Mature Family Sports Pubs operating domestically as of December 31, 2023 do not include 3 franchised Family Sports Pubs that were not Mature Family Sports Pubs or 32 company-owned Family Sports Pubs operating as of that date, and the Franchised Mature Family Sports Pubs operating domestically as of December 31, 2022 do not include 4 franchised Family Sports Pubs that were not Mature Family Sports Pubs or 30 company-owned Family Sports Pubs operating as of that date. Table 1 does not include the 6 franchised Family Sports Pubs that closed during 2024, the 7 franchised Family Sports Pubs that closed during 2023, or the 4 franchised Family Sports Pubs that closed during 2022, none of which closed after being open for less than 12 months.

	2024	2023	2022
Average Adjusted Gross Sales for Franchised Mature Family Sports Pubs	1,700,296	\$1,682,830	\$1,547,642
Total # of Franchised Mature Family Sports Pubs	97	99	104
Number of Franchised Mature Family Sports Pubs that met or exceeded Average Adjusted Gross Sales	44	46	45
Percentage of Franchised Mature Family Sports Pubs that met or exceeded Average Adjusted Gross Sales	45%	46%	43%
Median Adjusted Gross Sales for Franchised Mature Family Sports Pubs	\$1,580,331	\$1,572,777	\$1,476,194
Highest Adjusted Gross Sales for Franchised Mature Family Sports Pub	\$3,934,346	\$3,972,797	\$3,660,637
Lowest Adjusted Gross Sales for Franchised Mature Family Sports Pub	\$720,942	\$631,901	\$602,425

TABLE 2: AVERAGE ADJUSTED GROSS SALES FOR COMPANY-OWNED MATURE FAMILY SPORTS PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 24, 30 and 28 company-owned Mature Family Sports Pubs in 2024, 2023 and 2022, respectively (“**Company-Owned Mature Family Sports Pubs**”).

	2024	2023	2022
Average Adjusted Gross Sales for Company-Owned Mature Family Sports Pubs	\$1,691,096	\$1,528,983	\$1,458,022
Total # of Company-Owned Mature Family Sports Pubs	24	30	28
Number of Company-Owned Mature Family Sports Pubs that met or exceeded Average Adjusted Gross Sales	11	13	12
Percentage of Company-Owned Mature Family Sports Pubs that met or	44%	41%	40%

exceeded Average Adjusted Gross Sales			
Median Adjusted Gross Sales for Company-Owned Mature Family Sports Pubs	\$1,602,847	\$1,432,850	\$1,266,348
Highest Adjusted Gross Sales for Company-Owned Mature Family Sports Pub	\$2,757,123	\$2,720,585	\$2,588,808
Lowest Adjusted Gross Sales for Company-Owned Mature Family Sports Pub	\$982,305	\$869,325	\$857,878

II. AVERAGE ADJUSTED GROSS SALES FOR TOP AND BOTTOM PERFORMING FAMILY SPORTS PUBS

The tables below contain average Adjusted Gross Sales (as defined in Section 6.5 of the Franchise Agreement) information for Franchised Mature Family Sports Pubs and Company-Owned Mature Family Sports Pubs. The average Adjusted Gross Sales information is broken down by those Franchised Mature Family Sports Pubs and Company-Owned Mature Family Sports Pubs that achieved an average Adjusted Gross Sales that ranked in the top quartile (“**Top Quartile Pubs**”) of all Franchised Mature Family Sports Pubs and Company-Owned Mature Family Sports Pubs for each of the previous three fiscal years, respectively, and those Franchised Mature Family Sports Pubs and Company-Owned Mature Family Sports Pubs that achieved an average Adjusted Gross Sales that ranked in the bottom quartile (“**Bottom Quartile Pubs**”) of all Franchised Mature Family Sports Pubs and Company-Owned Mature Family Sports Pubs for each of the previous three fiscal years, respectively. In determining “Quartiles,” we divided the group into four quarters based on reported Adjusted Gross Sales. The Top Quartile Pubs are the quarter with the highest Adjusted Gross Sales and the Bottom Quartile Pubs are the quarter with the lowest Adjusted Gross Sales.

TABLE 1: AVERAGE ADJUSTED GROSS SALES FOR FRANCHISED TOP QUARTILE PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 97, 99 and 104 Franchised Mature Family Sports Pubs in 2024, 2023 and 2022, respectively. Out of the 97, 99 and 104 Franchised Mature Family Sports Pubs in operation as of December 31, 2024, 2023 and 2022, respectively, the historic average Adjusted Gross Sales information set forth below relates solely to the 25, 25 and 26 franchised Top Quartile Pubs in operation as of December 31, 2024, 2023 and 2022, respectively (each a “**Franchise Top Quartile Pubs**”).

December 31 Year-End	Average Adjusted Gross Sales for Franchise Top Quartile Pubs	Median Adjusted Gross Sales for Franchise Top Quartile Pubs	Highest Adjusted Gross Sales for Franchise Top Quartile Pubs	Lowest Adjusted Gross Sales for Franchise Top Quartile Pubs
2024 (Note 1)	\$2,457,964	\$1,580,331	\$3,934,346	\$1,938,603
2023 (Note 2)	\$2,492,292	\$2,298,182	\$3,972,797	\$1,901,838
2022 (Note 3)	\$2,339,585	\$2,117,777	\$3,660,637	\$1,840,421

Notes to Table 1:

1. As of December 31, 2024, there were 25 Franchise Top Quartile Pubs (“**2024 Franchise Top Quartile Pubs**”). Of the 25 2024 Franchise Top Quartile Pubs, 8 (33%) met or exceeded the average Adjusted Gross Sales for 2024 Franchise Top Quartile Pubs of \$2,457,964.
2. As of December 31, 2023, there were 25 Franchise Top Quartile Pubs (“**2023 Franchise Top Quartile Pubs**”). Of the 25 2023 Franchise Top Quartile Pubs, 8 (32%) met or exceeded the average Adjusted Gross Sales for 2023 Franchise Top Quartile Pubs of \$2,492,292.
3. As of December 31, 2022, there were 26 Franchise Top Quartile Pubs (“**2022 Franchise Top Quartile Pubs**”). Of the 26 2022 Franchise Top Quartile Pubs, 8 (30.8%) met or exceeded the average Adjusted Gross Sales for 2022 Franchise Top Quartile Pubs of \$2,339,585.

TABLE 2: AVERAGE ADJUSTED GROSS SALES FOR COMPANY-OWNED TOP QUARTILE PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 25, 32 and 30 Company-Owned Mature Family Sports Pubs in 2024, 2023 and 2022, respectively. Out of the 25, 32 and 30 Company-Owned Mature Family Sports Pubs in operation as of December 31, 2024, 2023 and 2022, respectively, the historic average Adjusted Gross Sales information set forth below relates solely to the 6, 8 and 8 company-owned Top Quartile Pubs in operation as of December 31, 2024, 2023 and 2022, respectively (each a “**Company Top Quartile Pub**”).

December 31 Year-End	Average Adjusted Gross Sales for Company Owned Top Quartile Pubs	Median Adjusted Gross Sales for Company Owned Top Quartile Pubs	Highest Adjusted Gross Sales for Company Owned Top Quartile Pubs	Lowest Adjusted Gross Sales for Company Owned Top Quartile Pubs
2024 (Note 1)	\$2,334,446	\$2,231,993	\$2,757,123	\$2,033,3325
2023 (Note 2)	\$2,208,140	\$2,132,031	\$2,720,585	\$1,863,959
2022 (Note 3)	\$2,084,332	\$1,985,837	\$2,588,808	\$1,814,756

Notes to Table 2:

1. As of December 31, 2024, there were 6 Company Top Quartile Pubs (“**2024 Company Top Quartile Pubs**”). Of the 6 2024 Company Top Quartile Pubs, 2 (32.0%) met or exceeded the average Adjusted Gross Sales for Company 2024 Top Quartile Pubs of \$2,231,993.
2. As of December 31, 2023, there were 8 Company Top Quartile Pubs (“**2023 Company Top Quartile Pubs**”). Of the 8 2023 Company Top Quartile Pubs, 3 (37.5%) met or exceeded the average Adjusted Gross Sales for Company 2023 Top Quartile Pubs of \$2,208,140.
3. As of December 31, 2022, there were 7 Company Top Quartile Pubs (“**2022 Company Top Quartile Pubs**”). Of the 7 2022 Company Top Quartile Pubs, 2 (28.6%) met or exceeded the average Adjusted Gross Sales for Company 2022 Top Quartile Pubs of \$2,084,332.

TABLE 3: AVERAGE ADJUSTED GROSS SALES FOR FRANCHISED BOTTOM QUARTILE PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 97, 99 and 104 Franchised Mature Family Sports Pubs in 2024, 2023 and 2022, respectively. Out of the 97, 99 and 104 Franchised Mature Family Sports Pubs in operation as of December 31, 2024, 2023 and 2022, respectively, the historic average Adjusted Gross Sales information set forth below relates solely to the 25, 25 and 26 franchised Bottom Quartile Pubs in operation as of December 31, 2024, 2023 and 2022, respectively (“**Franchise Bottom Quartile Pubs**”).

December 31 Year-End	Average Adjusted Gross Sales for Franchise Bottom Quartile Pubs	Median Adjusted Gross Sales for Franchise Bottom Quartile Pubs	Highest Adjusted Gross Sales for Franchise Bottom Quartile Pubs	Lowest Adjusted Gross Sales for Franchise Bottom Quartile Pubs
2024 (Note 1)	\$1,094,468	\$1,134,271	\$1,364,729	\$720,942
2023 (Note 1)	\$1,039,886	\$1,086,515	\$1,277,746	\$631,901
2022 (Note 2)	\$896,571	\$858,433	\$1,102,934	\$602,425

Notes to Table 3:

1. As of December 31, 2024, there were 25 Franchise Bottom Quartile Pubs (“**2024 Franchise Bottom Quartile Pubs**”). Of the 25 2024 Franchise Bottom Quartile Pubs, 17 (70.1%) met or exceeded the average Adjusted Gross Sales for 2024 Franchise Bottom Quartile Pubs of \$1,134,271.
2. As of December 31, 2023, there were 25 Franchise Bottom Quartile Pubs (“**2023 Franchise Bottom Quartile Pubs**”). Of the 25 2023 Franchise Bottom Quartile Pubs, 15 (60.6%) met or exceeded the average Adjusted Gross Sales for 2023 Franchise Bottom Quartile Pubs of \$1,039,866.
3. As of December 31, 2022, there were 26 Franchise Bottom Quartile Pubs (“**2022 Franchise Bottom Quartile Pubs**”). Of the 26 2022 Franchise Bottom Quartile Pubs, 17 (65.4%) met or exceeded the average Adjusted Gross Sales for 2022 Franchise Bottom Quartile Pubs of \$896,571.

TABLE 4: AVERAGE ADJUSTED GROSS SALES FOR COMPANY-OWNED BOTTOM QUARTILE PUBS

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 25, 32 and 30 Company-Owned Mature Family Sports Pubs in 2024, 2023 and 2022, respectively. Out of the 25, 32 and 30 Company-Owned Mature Family Sports Pubs in operation as of December 31, 2024, 2023 and 2022, respectively, average Adjusted Gross Sales information set forth below relates solely to the 6, 8 and 8 company-owned Bottom Quartile Pubs in operation as of December 31, 2024, 2023 and 2022, respectively (“**Company Bottom Quartile Pubs**”).

December 31 Year-End	Average Adjusted Gross Sales for Company Owned Bottom Quartile Pubs	Median Adjusted Gross Sales for Company Owned Bottom Quartile Pubs	Highest Adjusted Gross Sales for Company Owned Bottom Quartile Pubs	Lowest Adjusted Gross Sales for Company Owned Bottom Quartile Pubs
2024	\$1,169,794	\$1,189,912	\$1,322,611	\$982,305

(Note 1)				
2023 (Note 2)	\$1,015,633	\$1,016,943	\$1,089,670	\$869,325
2022 (Note 3)	\$1,031,252	\$1,050,825	\$1,112,650	\$857,878

Notes to Table 4:

1. As of December 31, 2024, there were 6 Company Bottom Quartile Pubs (“**2024 Company Bottom Quartile Pubs**”). Of the 6 2024 Company Bottom Quartile Pubs, 4 (64.0%) met or exceeded the average Adjusted Gross Sales for 2024 Company Bottom Quartile Pubs of \$1,189,912.
2. As of December 31, 2023, there were 8 Company Bottom Quartile Pubs (“**2023 Company Bottom Quartile Pubs**”). Of the 8 2023 Company Bottom Quartile Pubs, 4 (50%) met or exceeded the average Adjusted Gross Sales for 2023 Company Bottom Quartile Pubs of \$1,015,633.
3. As of December 31, 2022, there were 8 Company Bottom Quartile Pubs (“**2022 Company Bottom Quartile Pubs**”). Of the 8 2022 Company Bottom Quartile Pubs, 5 (62.5%) met or exceeded the average Adjusted Gross Sales for 2022 Company Bottom Quartile Pubs of \$1,031,252.

III. AVERAGE COST OF GOODS SOLD AND COST OF LABOR FOR COMPANY-OWNED MATURE FAMILY SPORTS PUBS

The tables below contain the historical average cost of goods sold (“**COGS**”) and cost of labor (“**COL**”) for Company-Owned Mature Family Sports Pubs separated by the Gross Sales earned by the respective Company-Owned Mature Family Sports Pubs. That is, the data for 2024 includes Family Sports Pubs open on or before January 1, 2024; 2023 includes Family Sports Pubs open on or before January 1, 2023; and, the data for 2022 includes Family Sports Pubs open on or before January 1, 2022. This information is not being provided for Franchised Mature Family Sports Pubs given that this data is unavailable for those Family Sports Pubs.

Although there were a total of 125, 134 and 138 Family Sports Pubs operating domestically as of December 31, 2024, 2023 and 2022, there were 24, 30 and 28 Company-Owned Mature Family Sports Pubs.

As used in this Subsection III of Item 19, “**COGS**” includes total expenses incurred for purchasing ingredients, beverages, and other consumable goods necessary for menu preparation and service. These costs include raw materials and packaging for food items used in the Company-Owned Mature Family Sports Pubs’ operations, and “**COL**” includes all expenses associated with staffing the Company-Owned Mature Family Sports Pubs, including wages for all hourly and salaried team members, managers, bonuses, payroll taxes, benefits, and owner’s salary.

TABLE 1: AVERAGE 2024 COGS AND COL FOR COMPANY-OWNED MATURE FAMILY SPORTS PUBS

2024								
	Average COGS	Median COGS	High COGS	Low COGS	Average COL	Median COL	High COL	Low COL
Gross Sales	30.3%	30.27%	30.87%	29.83%	26.6%	26.88%	27.67%	25.07%

Above \$2,000,000								
Gross Sales Between \$1,500,000 and \$2,000,000	29.8%	29.97%	30.83%	27.66%	26.7%	27.45%	29.26%	22.83%
Gross Sales Below \$1,500,000	30.4%	30.28%	31.91%	28.20%	30.1%	30.12%	32.04%	26.06%

TABLE 2: AVERAGE 2023 COGS AND COL FOR COMPANY-OWNED MATURE FAMILY SPORTS PUBS

2023								
	Average COGS	Median COGS	High COGS	Low COGS	Average COL	Median COL	High COL	Low COL
Gross Sales Above \$2,000,000	29.1%	29.29%	30.17%	27.75%	26.9%	27.02%	27.37%	26.27%
Gross Sales Between \$1,500,000 and \$2,000,000	29.4%	29.32%	30.04%	28.73%	26.9%	26.87%	27.97%	25.99%
Gross Sales Below \$1,500,000	30.2%	29.97%	32.31%	28.44%	30.5%	30.92%	34.81%	24.73%

TABLE 3: AVERAGE 2022 COGS AND COL FOR COMPANY-OWNED MATURE FAMILY SPORTS PUBS

2022								
	Average COGS	Median COGS	High COGS	Low COGS	Average COL	Median COL	High COL	Low COL
Gross Sales Above \$2,000,000	30.6%	30.59%	31.15%	30.03%	26.4%	26.32%	26.83%	25.82%
Gross Sales Between \$1,500,000 and \$2,000,000	31.2%	31.01%	32.60%	30.45%	26.0%	26.03%	29.05%	23.54%

Gross Sales Below \$1,500,000	31.4%	31.62%	33.45%	29.18%	29.5%	29.39%	33.02%	26.59%
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IV. GENERAL NOTES TO ITEM 19

We have not audited the information presented above, nor have we independently verified this information. Written substantiation of the data used in preparing these sales figures will be made available to you upon reasonable request.

Some outlets have earned the amounts set forth above. Your individual results may differ. There is no assurance you will earn as much.

As used in this Item 19, “**Adjusted Gross Sales**” means Gross Sales less: (1) complimentary food and beverage service, or sums collected and actually paid by you for any sales, drink or other excise tax imposed by any duly constituted governmental authority on alcoholic beverages sales in a state that prohibits the payment of Royalties on the sales; (2) the value of gift certificates and the amounts paid for them; and, (3) the amount of all reasonable over-rings, allowances, discounts to customers, tips to employees (including discounts attributable to coupon sales as determined by us in our sole judgment, provided they have been included in Gross Sales). The term “**Gross Sales**” means all revenue you derive from operating the Family Sports Pub, including, for example, all amounts you receive at or away from the Site from any activities or services whatsoever, including any that are in any way associated with the Marks, and whether from cash, check, barter, credit or debit card or credit transactions, including the redemption value of gift certificates redeemed by you regardless of whether the gift certificates are issued by you or someone else; but excluding: (1) all federal, state or municipal sales, use or service taxes collected from customers and paid to the appropriate taxing authority, and (2) customer refunds, adjustments, credits and allowances actually made by the Family Sports Pub. Gross Sales also includes revenues from delivery service sales, retail, concessions, hotel room service, catering, special functions, etc. and sales of products bearing or associated with the Marks.

This Item does not reflect the operating costs and expenses you will incur in operating a Family Sports Pub.

Other than the preceding financial performance representation, 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 Michelle Knight, 5660 W. Cypress Street, Suite A, Tampa, Florida 33607 (813-226-2333), the Federal Trade Commission, and the appropriate state regulatory agencies.

Item 20. OUTLETS AND FRANCHISEE INFORMATION.

Table No. 1*
Systemwide Outlet Summary
For Years December 31, 2022 to December 31, 2024

Outlet Type	Year	Outlets at the Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2022	111	108	-3
	2023	108	102	-6
	2024	102	99	-3
Company-Owned	2022	28	30	+2
	2023	30	32	+2
	2024	32	26	-6
Total Outlets	2022	139	138	-1
	2023	138	134	-4
	2024	134	125	-9

* The outlets listed in the following Item 20 tables include both Family Sports Pubs and the one Limited Service Family Sports Pub which is located in Florida.

Table No. 2
Transfers of Outlets from Franchisees to New Owners (other than the Franchisor)
For years December 31, 2022 to December 31, 2024

State	Year	Number of Transfers
Florida	2022	3
	2023	6
	2024	5
Minnesota	2022	1
	2023	0
	2024	0
Ohio	2022	1
	2023	0
	2024	0
Texas	2022	0
	2023	1
	2024	0
Total	2022	5
	2023	7
	2024	5