

ITEM 19

FINANCIAL PERFORMANCE REPRESENTATION

The FTC's Franchise Rule permits us to provide information about the actual or potential financial performance of our franchised and/or franchisor-owned business unit, 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) we provide the actual records of an existing outlet you are considering buying; or (2) we supplement the information provided in this Item 19, for example by providing information about possible performance at a particular location or under particular circumstances.

Cabin Coffee franchisees are located in towns of various sizes in various states. Cabin Coffee franchisees have had sales ranging from \$276,981.00 to \$1,091,000.00. These sales figures do not include the sales from franchisees located in grocery stores (Savanna, MO and Lisbon, IA). There is no assurance you'll do as well. If you rely upon our figures, you must accept the risk of not doing as well.

Bases

These sales figures are derived from the actual historical performance of all Cabin Coffee franchisees having dine-in areas including franchisees located in: Georgia (1), Iowa (7), Minnesota (6), Wisconsin (3), Indiana (2), and Tennessee (2). These sales figures were achieved over calendar year 2023.

There are twenty one (21) Cabin Coffee franchisees in the entire Cabin Coffee system, the geographic locations of which are identified in the brackets above. For example there is one (1) Cabin Coffee franchisee in Georgia, seven (7) in Iowa, six (6) in Minnesota, and so on.

Assumptions

Our study measured all of the Cabin Coffee franchisees' performance. The market where your Cabin Coffee shop is located, however, may be in a smaller urban or suburban area than those of existing franchisees. Accordingly, the results achieved by these franchisees may not be typical for those in your area.

Further, each of the franchises studied has been in business at least three years. Our study and other financial information that forms the bases for our financial performance representation is available to you upon reasonable request.

We do not make any representations about a franchisee's future financial performance. 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 business unit, however, we may provide you with the actual records of that business unit. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting our President, Angela Barber, 408 South 15th Street, Clear Lake, IA 50428, Telephone 641.357.4736 or the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20

LIST OF OUTLETS

A list of Cabin Coffees is attached as Exhibit C. See the following charts for the number of franchises at the end of each year for the last 3 years, the number of franchises which have been transferred, cancelled or have stopped doing business, the status of company-owned Cabin Coffees, and the projected opening of new franchises.

A list of franchisees who had a franchise terminated, cancelled, not renewed or who voluntarily or involuntarily stopped doing business under their franchise agreement during the most recently completed fiscal year or who had not communicated with us within 10 weeks prior to fiscal year end is attached as Exhibit D.

Systemwide Outlet Summary for years 2021 to 2023

Outlet Type	Year	Outlets at Start of the Year	Outlets at the End of the Year	Net Change
Franchised	2021	16	19	3
	2022	19	20	1
	2023	20	23	3
Company-Owned	2021	2	2	0
	2022	2	2	0
	2023	2	2	0
Total Outlets	2021	18	21	3
	2022	21	22	1
	2023	22	25	3

Transfers of Outlets from Franchisees to New Owners (other than Franchisor) for years 2021 to 2023

State	Year	Number of Transfers
Iowa	2021	0
	2022	0
	2023	0
Colorado	2021	0
	2022	0
	2023	0
Georgia	2021	0
	2022	0
	2023	0
Indiana	2021	0
	2022	0
	2023	0
Minnesota	2021	0
	2022	0
	2023	0
Missouri	2021	0