

Provision	Section In Agreements (Exhibits M-1 And M-2)	Summary
v. Choice of forum	Section “ <u>Governing Law and Venue</u> ” BloomNet Membership Agreement	Must be in Nassau County or Suffolk County, New York, in the Supreme Court of the State of New York, Nassau County, or the United States District Court in and for the Eastern District of New York. A right to a jury trial is waived (subject to state law).
w. Choice of law	Article 9 of BloomNet Technologies Systems Agreement; Section “Governing Law and Venue” of BloomNet Membership Agreement	Governed by New York law (subject to state law).

ITEM 18 PUBLIC FIGURES

We do not use any public figure to promote our franchise, except that 1-800-Flowers’ founder and Executive Chairman and Chief Executive Officer, James McCann, and its former Chief Executive Officer, Christopher McCann, do promote our company in media advertisements. They are not compensated for this promotion over and above their normal compensation as Executive Chairman and current and former Chief Executive Officer, respectively, of 1-800 Flowers.

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 of a particular location or under particular circumstances.

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 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 our Vice President of Franchise and Retail Operations, Stephen Lenzovich, Two Jericho Plaza, Suite 200, Jericho, New York 11753, (516) 237-6000, the Federal Trade Commission, and the appropriate state regulatory agencies.

ITEM 20
OUTLETS AND FRANCHISEE INFORMATION

TABLE NO. 1
SYSTEM WIDE OUTLET SUMMARY
FOR FISCAL YEARS 2022 TO 2024

Outlet Type	Year	Outlets At The Start Of The Year	Outlets At The End Of The Year	Net Change* (+ Or -)
Franchised				
	2022	65*	56*	-9
	2023	56*	53*	-3
	2024	53*	50	-3
Company-Owned				
	2022	1	1	0
	2023	1	1	0
	2024	1	1	0
Total Outlets				
	2022	66*	57*	-9
	2023	57*	54*	-3
	2024	54*	51	-3

* 7 design centers are included in the totals.

The Franchised Outlets reflected in this Item 20 include 18 franchisees who co-branded their 21 Existing Flower Shops with 1-800-Flowers in the last 3 years, and 17 franchisees who operate 22 standard retail flower shops and 7 design centers, and 1 company owned retail flower shop operated by Retail. Some of the Franchised Outlets reflected in this Item 20 also include Fruit Bouquets Businesses within them. A Fruit Bouquets Business may only be added into a Franchised Unit. Consequently, we do not count Fruit Bouquets Businesses separately as the Fruit Bouquets Program is currently an add-on program at Franchised Units for our franchisees and not a stand-alone separate franchise.